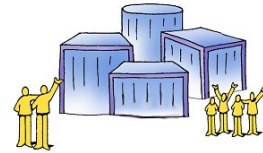


**ENGAGING EMPLOYERS & WORKPLACE PARTNERS**  
**WORKSHOP OVERALL EVALUATION RESULTS**  
 IRVINE, CALIFORNIA • APRIL 7, 2005



**If I were running this training, I would...**

**Design of the Training:**

Please rate the following: 4=Strongly agree; 3=Agree; 2=Disagree; 1=Strongly disagree

	<b>4</b>	<b>3</b>	<b>2</b>	<b>1</b>
I understood the purpose of the training before arriving.	56%	31%	6%	6%
The discussions were helpful and useful.	50%	50%	-	-
The amount of time networking was sufficient.	44%	50%	6%	-
The training was worth the time, effort, and resources to attend.	50%	50%	-	-
The information, tools, and materials from the meeting will positively influence employer engagement efforts in my area.	75%	25%	-	-
The meeting facilities were excellent.	69%	19%	13%	-
The food was tasty and enjoyable.	88%	13%	-	-

**Training Elements**

Please rate the following: 4=Excellent; 3=Good; 2=Fair; 1=Needed a lot of work

	<b>4</b>	<b>3</b>	<b>2</b>	<b>1</b>
Welcome and Introductions	69%	31%	-	-
Engaging Workplace Partners: What We're Going to Learn Today	59%	35%	6%	-
Marketing and Sales Overview	43%	47%	-	-
Step 1: Be Prepared	60%	40%	-	-
Understanding Market Forces	53%	47%	-	-
Step 2: Make a Plan and Stick to It	56%	44%	-	-
Step 3: Market and Sell Your Service	56%	44%	-	-
Step 4: Deliver Flawless Follow-up	56%	44%	-	-
Engaging Workplace Partners Quality Characteristics	44%	56%	-	-
Organizational Assessment and Next Steps Workplan	44%	56%	-	-
Evaluation and Resources	53%	47%	-	-

**How did this training meet, exceed, or fall short of your expectations?**

***Came expecting...***

- To learn better ways of engaging employers.
- To learn how to communicate with local employers and have a successful network.
- Employers to be in the room.
- How to engage partners to hire our youth.

***Left with...***

- Ideas in how to engage employers past the objection.

- Tools and resources to make the connection successful.
- Good ideas!
- A better understanding of how to connect w/employers and market our agency
- More insight on how to begin a relationship
- Understanding the employers' needs

**What content areas would you identify as the most necessary to address through content conference calls or future trainings?**

- Placing the “hard to serve”
- Assessing employers and knowing which direction to pursue
- Have a marketing plan, and stick to it
- How to Get Young People Motivated to Work
- All of them

**What is one thing you are going to do (or do differently) as a result of participating in this training?**

- Work more with my “competition”
- Research market forces more
- Be more prepared with pitch
- Have answers ready to employers' “can't do” responses
- Be more persistent
- Change my voicemail to give more information
- Prepare a “60-second” pitch
- Visit Youth work web sites
- Focus on employer needs
- Create a marketing plan
- Get more involved with Chamber of Commerce
- Put “tickler” system in place
- “Under promise but over deliver!”
- Better follow-through
- Share more information with co-workers
- Maintain closer relationships with employers
- Communicate more with reception staff and add an alternate contact person to my voicemail