# How to Identify Your Organization's Training Needs: A Practical Guide to Needs Analysis

*John H. McConnell*

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There's more to training than just walking into a room and talking at people. This book helps readers determine the actual training requirements for everyone within a given organization, from the newly-promoted, newly-hired, and just-transferred, to those who need training as a result of changes in technology or operations. Covering a range of topics from gathering and analyzing information, to communicating results to upper management, this book is a vital resource for the training professional.

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