Your Learning and T	raining I	Needs					
3	Not Interested	Important	Must Have		Not Interested	Important	Must Have
Accelerated Learning Skills				Executive Skills			
☐ Time Management				□ Business Ettiquete			
□ Power Reading				□ Dress for Success			
☐ Creative thinking				☐ Business Writing			
□ Memory				☐ Organizing Skills			
Self Mastery Skills				☐ Making meeting works			
☐ Attitude & Self Motivation				☐ Critical Thinking			
☐ Personality Profiling (DISC, MBTI) etc.				☐ Problem solving tools			
☐ Neuro-Lingusitic Programming (NLP)				☐ Decision making			
☐ Goal Setting				☐ Business Acumen			
☐ Emotional Intelligence				Team-building Skills			
□ Stress Management				☐ Building and motivating teams			
Communication Skills				☐ Project Management			
☐ Telephone & Email Ettiquete				☐ Planning and Control			
☐ Speaking with Candor				Leadership Skills			
☐ The Art of Influence				☐ Leadership Qualities			
□ Negotiation				☐ The Art of Empowerment			
☐ Dealing with Difficult People				☐ Coaching People			
☐ Conflict Resolution				☐ Mentoring			
Presentation Skills				☐ Strategic Planning			
☐ Train the Trainer				☐ Management Theories			
☐ The Art of Facilitation				Sales Skills			
☐ Creative Training Techniques				□ Prospecting			
☐ Building Group Rapport				☐ Sales Presentations			
☐ Technology in training				☐ Relationship Selling			
Management				☐ Account Management			
☐ Organizational Culture				☐ Sales Negotiation			
☐ Change Management				☐ The Art of Sales Closing			
☐ Supervisory Skills				☐ Handling Sales Objections			
☐ Effective and Efficient Administrative Assistant				☐ Customer Care  Management			
☐ Event Management				☐ Marketing Skills			