



## AIA COURSE EVALUATION FORM

Course Title: Sales Coaching For Performance  
 Group: Sales Agency Support Team  
 Facilitator: Wai K Leong  
 Date: 29-30 January 2015

1 - STRONGLY DISAGREE    2 - DISAGREE    3 - NEUTRAL    4 - AGREE    5 - STRONGLY AGREE

GROUP 1 - PARTICIPANTS		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	AVG
<b>CONTENT &amp; DESIGN</b>																					
1	Training materials were useful	4	5	4	4	5	4	4	4	5	4	4	4	5	4	4	5	5	5	5	4.4
2	Course organized for easy understanding	4	5	4	5	5	5	4	4	5	4	4	5	5	5	4	5	5	5	5	4.6
<b>KNOWLEDGE &amp; SKILLS</b>																					
3	Knowledge gained matched learning outcomes	5	5	5	4	5	5	4	4	5	4	5	5	5	5	5	5	5	5	5	4.8
4	Knowledge gained is applicable to my job	5	5	5	4	5	5	4	4	5	4	5	5	5	5	5	5	5	5	5	4.8
5	My knowledge of the subject have increased	5	5	4	4	5	5	4	4	5	4	5	5	4	5	5	5	5	5	5	4.7
<b>FACILITATOR'S SKILLS</b>																					
6	Gave participants opportunity to participate	5	5	5	5	5	5	4	5	5	4	5	5	5	5	5	5	5	5	5	4.9
7	Able to facilitate discussion	5	5	5	5	5	5	5	4	5	5	5	5	5	5	5	5	5	5	5	4.9
8	Shared relevant knowledge, experience	5	5	5	5	5	5	5	4	5	5	5	5	5	5	5	5	5	5	5	4.9
<b>MOST VALUABLE EXPERIENCE FEEDBACK</b>																					
1.	I'm able to look at coaching from a fresh perspective																				
2.	Wai K did 200% to deliver his knowledge. He is a really good quality trainer. Learnt T-GROW model and the essence of coaching.																				
3.	The power of coaching. It is easy to understand.																				
4.	This is a great program. Very practical. It is a good session for me and help me to start applying coaching. Thank you Wai K.																				
5.	The most valuable and precious learning experience is that I can start doing self-coaching. Perfect program. Love you sir. Thank you.																				
6.	One of the most effective training in my life! Precious coaching skills and enhancing performance.																				
7.	The active demonstration with real life volunteers and issues.																				
8.	Mr. Leong's eye contact, pause in conversation, questioning skills and everything he shared in the 2 days is excellent. I can connect with them.																				
9.	I was able to have a clear understanding of what coaching is. It would be good if the program is spread over 3 days.																				
10.	Helping others to discover themselves																				
11.	Able to do lots of practice. Learnt a structured process of coaching and the importance of conducting coaching sessions.																				
12.	Learnt the scaling technique.																				