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#### **Get What You Expect!**

How to Build, Manage and Evaluate A Systematic Training Program

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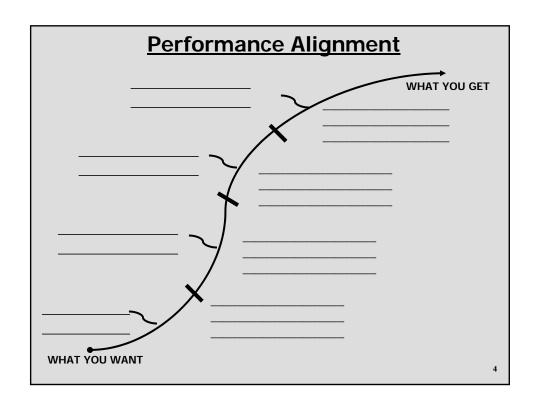
### **Objective**

Use the four components of the Performance Alignment Process to:

- Develop and define source documentation
- Convey expectations through effective training
- Evaluate the skills, knowledge and abilities of your employees
- Reinforce behaviors to sustain performance and business process

#### Benefits of a Systematic Training Program

- Increases focus on the quality of the Guest experience
- Establishes a process to sustain growth
- Creates a standard platform for training



### **Documentation**Setting Expectations

- · What is the definition of documentation?
- How do you determine when documentation is needed?
- What kind of documentation already exists in your business?

5

# **Training Delivery**Conveying Expectations

- · Learning objectives influence training delivery
- · Considerations with training delivery
- · Considerations with trainers
- · Define your commitment to training

# Assessments Evaluating Understanding

- Determine key knowledge, skills and behaviors to be assessed
- · Evaluate knowledge and performance
- Designate Trainers to conduct all assessments
- Ensure Trainers understand how to conduct an effective assessment

- 1

### Reinforcement Ensuring Consistent Results

- Sustain performance with effective management tools
- Establish a process to revise documentation and training
- Track progress
- Evaluate results to support continuous improvement

#### **Summary**

- · Connecting process and systems are critical
- · Continue to invest in people, not just technology
- · Keep it simple
- Commit to an alignment model
- · Business reinvention never ends
- · Technology will enable you to streamline

