

KIRKPATRICK® BUSINESS PARTNERSHIP

CERTIFICATE PROGRAM

Live Classroom Version

PROGRAM DESCRIPTION

The Kirkpatrick Model represents more than just training evaluation. It forms the framework for the Kirkpatrick Business Partnership Model, a holistic process that creates, delivers and demonstrates training value.

In this program, you will learn how to build business partnerships and create collaborative plans to maximize business impact through all phases of the training and performance process.

In this program, you will study worldwide best practices and share your own experiences in an interactive, conversational environment. You will use your own programs for application activities, so actual work gets completed during the session. Attendance is limited to 30 to ensure that you receive personalized attention.



Particular attention is given to business acumen and speaking the language of the business when making your case for training resources and support.

You will receive a workbook containing templates, samples and tools that will enable you to apply what you learned to all future programs within your company.

PERFORMANCE OBJECTIVES

After this session, you will be able to:

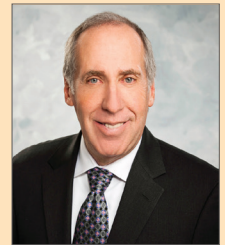
- ◆ Identify key functional areas with which to build relationships
- ◆ Systematically determine the time, money and other resources required from each functional area for an initiative
- ◆ Plan initiatives and follow-up that will maximize business impact

YOUR FACILITATORS

This program is taught by the Kirkpatricks and certified affiliates. Check the program information to see who will be teaching the class you wish to attend.

Jim Kirkpatrick, Ph.D., is a Senior Consultant for Kirkpatrick Partners.

Jim consults for top organizations all over the world, including Harley-Davidson, Booz Allen Hamilton, L'Oreal, Indiana University Health, Ingersoll Rand, U.S. Armed Forces, Emirates Aviation and numerous U.S. government agencies.



Jim co-authored three books on evaluation with his father, Don, the creator of the Kirkpatrick Model.

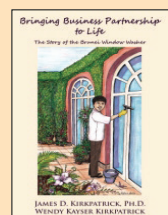
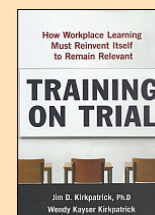
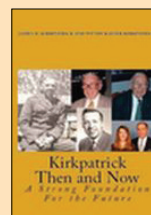
Wendy Kayser Kirkpatrick is the President of Kirkpatrick Partners.

Wendy applies her skills as a certified instructional designer and expert facilitator to lead companies to measurable success.



Wendy draws on two decades of experience in retail, marketing and training to make her work relevant and impactful with measurable results.

Jim and Wendy have co-authored three books: *Kirkpatrick Then and Now*, *Training on Trial* and *Bringing Business Partnership to Life*.



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COURSE AGENDA

Pre-Work Packet

- ◆ Pre-reading
- ◆ Real-life case preparation

Program

Module 1: Introduction to Business Partnership

- ◆ Kirkpatrick Business Partnership Inventory
- ◆ The Kirkpatrick Model

Module 2: Kirkpatrick Foundational Principles

- ◆ Best practice interview

Module 3: The Kirkpatrick Business Partnership Model

Module 4: Case Study Analysis

Module 5: Bringing Business Partnership to Life

- ◆ Business Initiative Discussion Planning Form

Module 6: Your Formula for Success

Follow-Up

- ◆ Participants will receive follow-up modules via email



WHO SHOULD ATTEND

Program Level: Intermediate to advanced

Prerequisites: None

Job Titles / Responsibilities:

- ◆ Training managers and directors
- ◆ HR managers and directors
- ◆ Instructional design leads
- ◆ Leaders of training related initiatives
- ◆ Training consultants
- ◆ Trainers contractors and providers
- ◆ Business leaders and executives

Participants who attend with their key business partners obtain maximum business results.

PROGRAM INCLUDES

All participants will receive:

- ◆ Pre-work packet
- ◆ Interaction throughout the program
- ◆ Participant manual filled with activities, applications, templates and examples
- ◆ Certificate of completion
- ◆ Follow-up via email



**International Society for
Performance Improvement**

WHERE KNOWLEDGE
BECOMES KNOW-HOW

This program meets the requirements for 6 CPT points to recertify as a Certified Performance Technologist (CPT).

For more information on the CPT program, visit ispi.org.

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PARTICIPANT TESTIMONIALS

“Since the program we have changed our entire way of thinking about results and begun to ask Senior Leadership to articulate their expectations before we begin our training intervention.”

Steve Powell
Healthcare Team Training, Inc.

“Your session brought clarity to the sometimes confusing issue of evaluation. Your explanation of the four levels enabled our team to develop and implement strategies to show the impact of learning and organizational development initiatives.”

Paul Baldwin
Printpack, Inc.

“I have leveraged the Kirkpatrick principles and practical techniques of four level evaluation and the business partnership model that Jim has taught us, resulting in a history of significant, positive impact to the bottom line.”

Michael Woodard
Georgia-Pacific Consumer Products

“Brilliantly executed workshop with immediate relevance to the strategic work of leaders throughout the federal sector.”

Marie Westbrook
FDIC

“Jim’s style was engaging and challenging with useful stories and anecdotes. Anyone interested in demonstrating and delivering value in their role would gain from participating in this program. It’s rare to complete a program and feel you get immediate tools to apply and add value in your role - on this program, I got exactly that.”

Alison Walsh
Enterprise Ireland

“Worth its weight in gold - fulfilled my ROE. I would do it again. Excellent presentation style.”

Ray Walsh
Enterprise Ireland

OTHER OPTIONS

The Kirkpatrick Four Levels® Evaluation Certification Program - Bronze Level is also available.

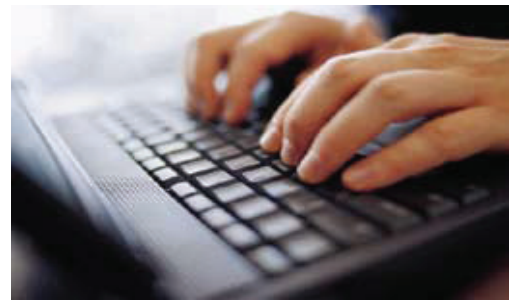
This two-day program logically follows the Kirkpatrick® Business Partnership Certificate Program with full education on how to implement the four levels.



REGISTRATION & PRICING

Go to kirkpatrickpartners.com.

Click on the [Training and Events](#) tab to see complete program information and pricing for this and all other authentic Kirkpatrick programs.



MORE INFORMATION

(443) 856-4500

kirkpatrickpartners.com

information@kirkpatrickpartners.com

Join the discussion and receive the latest news by following Kirkpatrick Partners on your favorite social media network:



KIRKPATRICK PROGRAM COMPARISON

Which program should I choose?	Programs		
	Four Levels Evaluation		Business Partnership Certificate
	Bronze Certification	Certificate	
Program Features			
Pre-work assignment and follow-up	✓	✓	✓
New World Kirkpatrick Model	✓	✓	
Training evaluation methods, tools and techniques	✓	✓	
Four levels evaluation plan completed	✓	✓	
Personal four levels evaluation plan completed and submitted for individual feedback and grading	✓		
Kirkpatrick Decision-Making Model to maximize training resource allocation	✓		
Informal consulting via phone/email for one year	✓		
Access to certified-only web page	✓		
Exclusive resources and specials	✓		
Eligible to join certified-only community of practice	✓		
Eligible to continue to silver and gold level certification status	✓		
Kirkpatrick Business Partnership Model			✓
Business partnership methods, tools and techniques			✓
Personal business partnership plan completed			✓
Audience	All training professionals (except administrative)	All training professionals and students	Higher-level training professionals
Prerequisites	None	None	None
Participant limit	30	50	30
Delivery format	2 days in person or 5 live online sessions	1 day in person or 3 live online sessions	1 day in person
Course materials	Course manual, <i>Bringing Business Partnership to Life</i> book	Course manual	Course manual
Credential earned	Certified	Certificate holder	Certificate holder
ISPI (International Society for Performance Improvement) CPT recertification credits earned	12	6	6