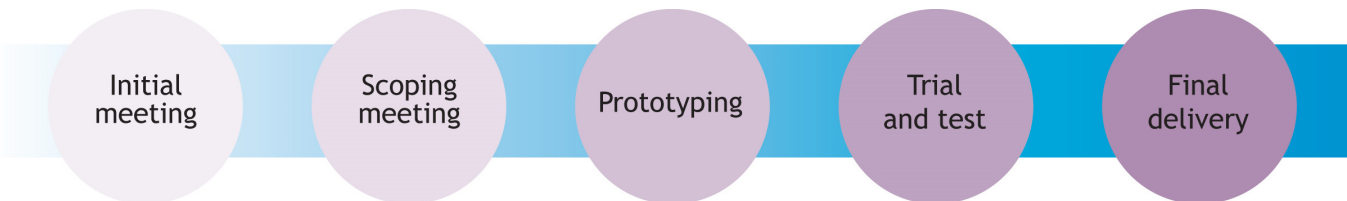


# WORKING WITH ELGOOD

You have identified a training requirement for your organisation, and have decided that experiential learning is the most effective way of improving performance. When the learning issue is specific to your business, an off the shelf solution may not deliver the results you're looking for, but embarking upon a bespoke design can be daunting. To help give a framework we have put together this summary of what to expect if you work with us.



## Initial Meeting

Our first meeting with you and your colleagues is on a no obligation basis. We will listen to your description of the requirement and facilitate the discussion to get a clear definition of the learning objective from your group. At this stage we will also find out about the workforce who the training is targeted for, establish your timescales and budget, and make suggestions as to how we can take your project on to the next stage. Following the meeting we will confirm our understanding of your requirement and offer some initial ideas free of charge.

## Scoping Meeting

The next stage is to plan a scoping meeting with you and your key personnel to ensure there is agreement on the learning objectives, and to evaluate a number of options for the format of the business simulation game. Within 2 weeks of this meeting we will deliver a project plan and game outline, advising you on what we believe will be the best method of delivery to meet your goals and suit the culture of your organisation. This will also give details of costings, time scales and the commitment required from all key parties. The charge for this service is £200 and there is no obligation to continue if your plans change.

## Prototyping

Once you have decided to proceed with us and any adjustments to the scoping document have been made, we will generate a first prototype of the simulation. We call this version the 'breadboard', using a term from electronics which refers to placing components experimentally on a blank board while functionality is tested. At this point the first stage payment will be due, and you are free to continue, postpone or redefine the project if you choose. Once we have presented the prototype to you, we will incorporate your feedback in to the next stage of the process, and generate a full trial version.

## Trial and Test

The trial version is much closer to the final product, and we will arrange to deliver and facilitate a test run of this on a subset of your final audience, or if this is not possible on a proxy audience which may consist of staff from another business area or possibly colleagues from the design team. Here we can iron out any difficulties and refine the simulation to ensure we are hitting your learning targets. Again, at this point a payment will be due, and you are free to continue, postpone or redefine the project if you choose.

## Final Delivery

The final simulation is delivered and, if required we can help facilitate the first event to help you find your feet, run a 'train the trainer' session, or provide ongoing facilitation support. The final payment will now be due.

For further information please contact us or view our FAQ sheet on line.