

**Be Brief, Be Bright, Be Gone Pilot Test**  
**Pam Marinko, Facilitator**

**July 25, 2006**  
**Northeast Regional Library**

Thank you for participating in this pilot test. We truly value your opinion and in order to determine the effectiveness of this program we need your input. Please don't hesitate to give us your honest reactions, and make any comments or suggestions that you feel will help us to improve this training. Please use the scale below to answer the following questions.

	Strongly Agree	Agree	Neutral	Disagree	Strongly Disagree
<b>Overall Training</b>					
• Overall this training was excellent	5	4	3	2	1
• The material covered was relevant to the daily demands of a pharmaceutical sales representative	5	4	3	2	1
• The amount of time scheduled for this course was exactly what was needed to satisfy the objectives	5	4	3	2	1
• This training would be excellent for a newly hired representative	5	4	3	2	1
<b>Workshop Design</b>					
• The training materials were useful and easy to follow	5	4	3	2	1
• The workshop topics were delivered in an appropriate order	5	4	3	2	1
• The course objectives were clearly stated	5	4	3	2	1
• The course objectives were met	5	4	3	2	1
• The level of difficulty was appropriate for a newly hired sales representative	5	4	3	2	1
<b>Instruction</b>					
• Information was presented in a clear, understandable, and professional manner	5	4	3	2	1
• The facilitator was knowledgeable about the field of pharmaceutical sales	5	4	3	2	1
• The facilitator encouraged participation	5	4	3	2	1
• The facilitator successfully answered any questions about the content	5	4	3	2	1
<b>Training Exercises</b>					
• The pre-workshop worksheet was a successful primer for the rest of the content	5	4	3	2	1
• The role-play was an authentic scenario which provided a good experience for the trainee	5	4	3	2	1
• The activities during the workshop (discussions, quotes, stories) helped you to understand the material.	5	4	3	2	1

