

## SUMMARY OF PARTICIPANT FEEDBACK ON WORKSHOPS CONDUCTED BY LYNN BRAY

### BDO-Polson Higgs - PCSI Workshop June 2012

#### Rating Summary of Participant Feedback

	Strongly Agree	Agree	Neither	Disagree	N/A
Content was Effective and Useful	50%	50%			

	Excellent	Very Good	Good	Adequate	Poor
Presenter – Lynn Bray (Overall Rating)	75%	25%			

#### General Comments:

- All good Lynn, we will keep you on (Warren)
- Very valuable, especially in the context of our new “merged” group. Many thanks Lynn
- Excellent way to integrate teams
- Very good presentation

## Arc Innovations Communication Workshop June 2012

### Rating Summary of Participant Feedback

	<b>Strongly Agree</b>	<b>Agree</b>	<b>Neither</b>	<b>Disagree</b>	<b>N/A</b>
Content was Effective and Useful	50%	50%			

	<b>Excellent</b>	<b>Very Good</b>	<b>Good</b>	<b>Adequate</b>	<b>Poor</b>
Presenter – Lynn Bray (Overall Rating)	50%	34%	16%		

#### General Comments:

- Great stuff ☺
- On the mark
- Follow up process should be encouraged, as this session was only the beginning
- One on one sessions could be good
- Drama Triangle a wake-up call on styles and how they have impacted the team
- Most valuable topics – Drama Triangle and Team Trust
- Less valuable topics - Nil

## VALUE TYRES LIMITED 2 Day Management Retreat

14/15 February 2012

### Rating Summary of Participant Feedback

	Strongly Agree	Agree	Neither	Disagree	N/A
Content was Effective and Useful	17%	83%			

	Excellent	Very Good	Good	Adequate	Poor
Presenter – Lynn Bray	75%	25%			

#### General Comments:

- Good control and knowledge of subject
- The more you know you realise how much you DON'T know
- The Retreat was useful and request you to organize on a regular interval
- An excellent seminar – I look forward to future ones
- Very very good – needs to be reinforced regularly too
- Very helpful and thought provoking, constructive going forward
- Excellent to socialize with team. Would like to explore how to manage so many 'Driver' personalities and what they can do to moderate their behavior
- A very helpful exercise. It is very important now that we put the ideas into action for the future growth and long term future of VTL
- Onwards and upwards

## Arc Innovations PCSI Workshop Christchurch – December 2011

### Rating Summary of Participant Feedback

	<b>Strongly Agree</b>	<b>Agree</b>	<b>Neither</b>	<b>Disagree</b>
Content was Effective and Useful	45%	37%		18%

	<b>Excellent</b>	<b>Very Good</b>	<b>Good</b>	<b>Adequate</b>	<b>Poor</b>
Presenter – Lynn Bray	38%	50%	12%		

#### General Comments:

- Was not aware when coming content of PCSI presentation. However, very good and useful way to look and communicate with each other.
- Very well presented and great timing to raise awareness and to help us on our journey.

#### Most Valuable:

- The strengths/liabilities of each style.

## Perpetual – Performance Through Sales 1 Day Workshop

**22 September 2011**

### Rating Summary of Participant Feedback

	<b>Strongly Agree</b>	<b>Agree</b>	<b>Neither</b>	<b>Disagree</b>	<b>N/A</b>
Content was Effective and Useful	36%	64%			

	<b>Excellent</b>	<b>Very Good</b>	<b>Good</b>	<b>Adequate</b>	<b>Poor</b>
Presenter – Lynn Bray	72%	21%	7%		

**General Comments:**

- Overall, an excellent day.
- Good job Lynn
- A great session – all good old logic when you hear it
- Request more training to be provided by Perpetual

## BDO Spicers - PCSI Workshop June 2011

### Rating Summary of Participant Feedback

	<b>Strongly Agree</b>	<b>Agree</b>	<b>Neither</b>	<b>Disagree</b>	<b>N/A</b>
Content was Effective and Useful	43%	57%			

	<b>Excellent</b>	<b>Very Good</b>	<b>Good</b>	<b>Adequate</b>	<b>Poor</b>
Presenter – Lynn Bray (Overall Rating)	100%				

#### General Comments:

- Could have been longer – would have been good to have more time at the end.
- Topics most valuable – seeing what other workmates thought of myself
- Good length of time, didn't feel like losing work time
- Topics most valuable – learning attributes of each personality type and how they operate to enable me to better communicate with team in their preferred style
- Could have handled an extra 30 minutes, otherwise it was good
- Topic most valuable – understanding myself (accept strengths and work on limitations) – understanding others (especially what things may annoy them)
- Very useful and enjoyable training session
- Most valuable topics – knowing what my other colleagues' styles were to understand how I should communicate with them
- Loved it!
- Good length of time - didn't drag out. Perhaps even slightly rushed as it went very quickly
- Topics most valuable – the strengths and weaknesses of each personality type.
- Good length, allows enough time to understand all relevant information.
- Topic most valuable – there seemed to be only one topic and it was useful
- Really fun and enjoyable training session, and useful as well

## Perpetual – Performance through Sales 1 Day Workshop 11 February 2011

### Rating Summary of Participant Feedback

	<b>Strongly Agree</b>	<b>Agree</b>	<b>Neither</b>	<b>Disagree</b>	<b>N/A</b>
Content was Effective and Useful	44%	52%		4%	

	<b>Excellent</b>	<b>Very Good</b>	<b>Good</b>	<b>Adequate</b>	<b>Poor</b>
Presenter – Lynn Bray	50%	46%	4%		

#### General Comments:

- Very enjoyable and practical
- Excellent and I will spread the word of your coaching skills
- This was a fantastic session Lynn. Second time around but a timely reminder
- Nice job Lynn
- Overall very interesting
- Very worthwhile seminar
- Excellent session
- Very good – learned lots and hope to utilize a number of different concepts.

## Firewatch – Performance through Sales Workshop 22 July 2010

### Rating Summary of Participant Feedback

	N/A	Strongly Agree	Agree	Neither	Disagree
Content was Effective and Useful		67%	33%		

	Excellent	Very Good	Good	Adequate	Poor
Presenter – Lynn Bray	100%				

#### General Comments:

- I enjoyed the session very much.
- Even though we have been to a number of similar presentations and work with a business coach we came away with some new ideas and ways of looking at things.
- All good, enjoyed, very useful and informative, will highly recommend to others.



**OCTA Associates Ltd  
Relationship Building & Communication  
1 Day Workshop  
12 October 2009**

**Rating Summary of Participant Feedback**

	<b>Strongly Agree</b>	<b>Agree</b>	<b>Neither</b>	<b>Disagree</b>
Content was Effective and Useful	29%	71%		

	<b>Excellent</b>	<b>Very Good</b>	<b>Good</b>	<b>Adequate</b>	<b>Poor</b>
Presenter – Lynn Bray	57%	29%	14%		

**General Comments:**

- Very interesting workshop, highlighted important areas which need work.
- Packed a lot into a very short time without making it feel too rushed – well done! Thank you.
- All good.
- Lynn was a very proficient instructor – despite the fact that the audience probably believed the seminar would be of limited value. By the end of the day everyone were 'believers'.
- Very good at drawing through points.
- Good session to refresh on ideas/concepts.
- The 'ad hoc' section on OCTA's value proposition was extremely valuable as it highlighted to me that we didn't know what we deliver.
- Good presentation, good simple material.

**GPC New Zealand  
Provenko Team Communication and Team Work  
Workshop - Christchurch  
6 June 2008**

**Rating Summary of Participant Feedback**

	<b>Strongly Agree</b>	<b>Agree</b>	<b>Neither</b>	<b>Disagree</b>
Content was Effective and Useful	33%	66%		

	<b>Excellent</b>	<b>Very Good</b>	<b>Good</b>	<b>Adequate</b>	<b>Poor</b>
Presenter – Lynn Bray	66%	33%			

**General Comments:**

- Excellent workshop – best training day I've attended
- Pitched at right level for us technical people
- Great day, motivated to communicate differently now
- Great fun and learning at same time

## Course and Tutor Evaluation Sales Management, CPIT 2008

	Absolutely Agree	Strongly Agree	Neither Agree nor Disagree	Disagree	Strongly Disagree	Did Not Answer
This was a well organised course	17%	33%	33%			17%
This course helped stimulate my interest in the course area	50%	50%				
The course workload in this course was reasonable	17%	17%	33%	17%	17%	
The level of difficulty of this course was reasonable	50%	33%	17%			
The content was consistent with the course outline	50%	33%	17%			
Instructions for assessments have been clear and specific	33%	50%	17%			
Marking in the course was fair	50%	50%				
There was a good balance of theoretical and practical material in the course	33%	33%	33%			
The text/required reading assisted my learning	50%	50%				
Overall this was a good quality course	33%	67%				

### What you liked best about the course:

- I enjoyed learning the theoretical background to sales management. There is plenty of practical and useful material covered.
- Lots of good information and useful learning.
- The discussion held in class.
- Lynn is very enthusiastic and fun.

## Teaching Evaluation

	Absolutely Agree	Strongly Agree	Neither Agree nor Disagree	Disagree	Strongly Disagree	Did Not Answer
The classes were well organised	33%	33%	17%			17%
The lecturer was able to communicate ideas and information clearly	50%	50%				
The lecturer stimulated my interest in the subject	33%	67%				
The lecturer's attitude towards students has been good	50%	50%				
The lecturer was well prepared for class	50%	27%	13%			
The lectures were a valuable aid to my learning	50%	33%	17%			
The lecturer is enthusiastic with a responsive and interactive style of teaching	67%	17%	17%			
The lecturer has a sound knowledge of the course material	67%	33%				
The lecturer answered questions clearly and concisely	50%	50%				
Overall the lecturer is an effective teacher	50%	33%	17%			

### What you liked best about the teaching of this course:

- Good in depth knowledge of subject and useful/relevant additional information.
- Experienced Sales Manager, lots of industry experience.
- Very interactive and lecture and tutorial in one.
- The communication.
- Very positive lady ☺
- Very informative – really enjoyed being in the class and every lesson was very informative.

### How could the teaching of the course be improved:

- Once again the volume of work is an issue. 5.30pm on a Monday is not a great time – later in the evening would be better. Could the class also be condensed down from 2 hours?
- Model answers from the text Q+A's after assignment would be useful.
- I hope for the next course they are given the Q+A pre-printed to answer.

## David Forman Conferenz Inaugural Sales Managers Summit 27 & 28 April 2005

### Rating Summary of Participant Feedback

	Excellent	Very Good	Average	BA
Content was Effective and Useful	30%	56%	14%	0%

	Excellent	Very Good	Adequate	BA
Presenter – Lynn Bray (Overall Rating)	34%	64%	2%	0%

#### General Comments:

- Very easy to listen to
- Great content
- Excellent