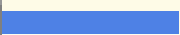

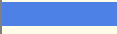
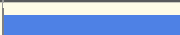



10P508A Category Management – 6 July 2010


1. Overall I would rate the quality of this course as:

#	Answer		Response	%
1	Excellent		3	38%
2	Very Good		3	38%
3	Good		2	25%
4	Neutral		0	0%
5	Poor		0	0%
6	Very Poor		0	0%
	Total		8	100%

2. Knowledge and skills developed in this course will be valuable for my work

#	Answer		Response	%
1	Strongly Agree		3	38%
2	Agree		5	63%
3	Neither Agree nor Disagree		0	0%
4	Disagree		0	0%
5	Strongly Disagree		0	0%
	Total		8	100%

3. Would you recommend the course to others?

#	Answer		Response	%
1	Yes		8	100%
2	No		0	0%
	Total		8	100%

4. Which parts or content in the course will be most useful to you?

Text Response

The different types of evaluation models covered, the risk reward model and the performance mgmt model. Most of these were off the cuff and not part of the course (I don't think). E.g. we had to draw them into our own notes as printed material was not provided.

The choice of words and clarity in writing the specifications

The structured approach, i.e. starting at the Task, Task Definition, adding workload Indicators & ending with Performance Management Framework

All of it was very relevant to my job, from both planning and putting together a tender specification and then translating that into a meaningful contract service specification. Provided good tools for facilitating discussions with service lines about how to get what they want.

Refresh in the language for specifications.

Key principles to keep in mind when writing specifications and importance of nailing this = good or bad outcome

Developing the right specifications for the right purpose

5. Course materials helped my understanding

#	Answer	Response	%
1	Strongly Agree	4	50%
2	Agree	4	50%
3	Neither Agree nor Disagree	0	0%
4	Disagree	0	0%
5	Strongly Disagree	0	0%
	Total	8	100%

6. Course Structure was clear and logical

#	Answer	Response	%
1	Strongly Agree	4	50%
2	Agree	4	50%
3	Neither Agree nor Disagree	0	0%
4	Disagree	0	0%
5	Strongly Disagree	0	0%
	Total	8	100%

7. Course content was:

#	Answer	Response	%
1	Far too advanced	0	0%
2	Too Advanced	0	0%
3	About Right	8	100%
4	Too Basic	0	0%
5	Far too basic	0	0%
	Total	8	100%

8. Content clearly related to learning objectives

#	Answer	Response	%
1	Strongly Agree	1	13%
2	Agree	6	75%
3	Neither Agree nor Disagree	1	13%
4	Disagree	0	0%
5	Strongly Disagree	0	0%

Total		8	100%
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9. The presenter communicated ideas and information clearly

#	Answer	Response	%
1	Strongly Agree	4	50%
2	Agree	4	50%
3	Neither Agree nor Disagree	0	0%
4	Disagree	0	0%
5	Strongly Disagree	0	0%
Total		8	100%

10. The presenter encouraged questions and interaction.

#	Answer	Response	%
1	Strongly Agree	7	88%
2	Agree	1	13%
3	Neither Agree nor Disagree	0	0%
4	Disagree	0	0%
5	Strongly Disagree	0	0%
Total		8	100%

11. Length of the course was:

#	Answer	Response	%
1	Too long	0	0%
2	Right length	4	50%
3	Too short	4	50%
Total		8	100%

12. How could we improve this course?

Text Response

I felt this course was rushed...simply because at the beginning a lot of time was spent on introduction of the 8 people in our course. Denis encouraged questions which was good, however we sometimes did go off track with everyone in the group wanting to give an example. A lot of the time during the course Denis mentioned that if you were doing the Contract Mgmt 2 day course that it would be explained in more detail. This is good for those people attending the Contract Mgmt course but not for those that aren't. There was no other alternative offered. For example if someone was really interested in something, further information could be provided to that participant either by email or providing a web link.

This could have been at least an hour longer, e.g. 8.50 to 5.30 pm. Also consider a week long course that covers all aspects of procurement from start to finish progressing through each stage on the next day. Would 'sink in' to our heads better.

It does not need improvement

Made interesting by a very good presenter due to his experiences in procurement

No suggestions - it was an excellent course overall.

13. What additional topics or areas would you like to have seen covered?

Text Response

I would have liked to have seen some really good examples of specifications either in a tender or contract.

More time spent on creating the specifications themselves in our role playing - this was great to do.

Negotiations on specifications with appointed parties

14. Any additional comments?

Text Response

Denis Henry certainly knew his subject matter and was so approachable. Well done for selecting him and Grosvenor.

Denis Henry was a good presenter. He kept the pace steady, added lots of real life stories, and he structured the interactive sessions nicely.

Denis was fantastic, really engaging and articulate. He linked stories/scenarios he had experienced to the points he was making which really assists people in learning. A real expert in his field.

An excellent course for NZ government procurement staff.