
E-learning on Rations: Handout

Top Five Tips

This advice is from training leaders when asked for their Number 1 tip for implementing e-learning on a budget:

1 “Focus on the business advantage – benefits gained – not just costs saved. It’s pretty easy to show distinct business advantages such as flexibility and scalability combined with cost savings. Seize that opportunity.”

- Tony Cox, Manager, Intel University, Intel Corporation

2 “To demonstrate return on investment, focus on solving a business problem, not just a training problem. That’s where the real payback comes from. Identify an executive sponsor with a critical business problem and help them solve it with e-learning.

- Diane Bauer, Senior Marketing Manager, Internet Learning Solutions Group, Cisco Systems, Inc.

3 “Don’t underestimate the importance of community – if you’re not flying the team to a central location, you still need a way to allow them to learn from each other.”

- Bill Wuestenhofer, Senior Director, Marketing and Sales Training, Applied Global University, Applied Materials

4 “Put a greater emphasis on performance support and on-line help. Training by itself is not a complete package.”

- Maggie LaRocca, Order Management Education Manager, Hewlett-Packard Company

5 “Create an education development process that is nimble and able to scale a global enterprise to leverage worldwide subject matter expertise.”

- Shelley Olson, Vice President, PeopleSoft University, PeopleSoft, Inc.