INSIDE-OUT LEARNING INC
Transformative Learning That Lasts

BOEING NOVEMBER 2022

TROY DAWSON TAC - FULL PROGRAM EVALUATION
12 RESPONSES

100% of participants indicated that the program met or exceeded their expectations.

Additional Comments:

- "Well worth the hours expended."
- "Amazing program! I feel very lucky that I got to participate"
- "I want to now have my leadership team attend. Appreciate the honest care to help all of us"
- "This is way more than just presentation so not sure if that is the intent, or could expand the title/description of what people should expect to get out of it."
- "I would just work on 'Politically Savvy' section. Didn't fully understand exercises."
- "Overall great course/training. Knowledgeable staff and material that I will use in my professional career now!"
- "I appreciate how welcoming & friendly/helpful all of the team was. Made me feel comfortable to learn."
- "Great class. Much more than I expected. Learned a lot."
- "Thank you."
- "Incredible staff, great course material, & well executed training."

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TROY DAWSON TAC - DAY 1
12 RESPONSES

This program will assist me in enhancing my Authentic Presence and Presentation Skills



5 / 5

The consultants demonstrated knowledge and experience of the program's components



5 / 5

The consultants are focused on being of assistance to the participants



4.9 / 5

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DAY 1 COMMENTS

Of all the components covered during today's program, which do you feel will be useful to you?

- "Authentic Presence Qualities"
- "APQs and Know your audience."
- "Presentation architecture"
- "Know your audience, Authenticity brand statement"
- "APQ"
- "Building my brand"
- "APQ focus on improvement"
- "Knowing your audience"
- "APQ"
- "Identifying the 12 authenticity presence qualities"
- "Knowing your audience & Brand awareness"

Comments regarding the consultants

- "The topics covered were great. Very helpful with great attitude"
- "The team is fun & engaging"
- "I like the learning (protected) environment that has been created"
- "Experienced members make it easier to follow. Warmth expressed which makes it easier to ask for help.
- "Good delivery. Captured the audience's attention. Haven't gotten to the courses where assistance is needed"
- "Well organized and executed"
- "Great conversation! Great exercises!"

Additional Comments

- "Class is a good checkin for me currently -- another way to tackle the problem"
- "Encourages me to stretch outside of comfort zone"
- "Overall good training day!"
- "Good flow to the day"

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Do you have any suggestions for improving the program?

Day 1

- "Switch accountability partners to get to know more people."
- "Day 1 is a lot of data dump. Should understand participants org/interaction w/ Boeing exec's used in examples --> see a lot of people guessing"
- "During stretch break, lead a stretching session (short 5 min office stretching)"
- "Too early to tell"
- "Not so early of a start time :) "
- "No - great so far"
- "None, yet"
- "Learning how to provide clarity (authentic self)"
- "Some examples of presentations via videos for change of pace."
- "No"
- "Maybe mixing up "partners" more"

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TROY DAWSON TAC - DAY 2
12 RESPONSES

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5 / 5

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DAY 2 COMMENTS

Of all the components covered during today's program, which do you feel will be useful to you?

- "All of it will be useful however the attention getting opening is one thing I will be implementing."
- "PPT, AGO"
- "Who we are and who we present to"
- "Simplification & amplification of message. Powerpoint skills."
- "Visually identifying others traits will help me how to better communicate w/ them"
- "Opening statement - AGO"
- "Powerpoint"
- "AGO, Exec formula, creating compelling slides"
- "Chart structure, message simplification"
- "Powerpoint skills"
- "All"

Comments regarding the consultants

- "Great PPT tips"
- "The powerpoint presentation format was helpful to know to not do too much"
- "Much better detail provided on expectations of future presentations"
- "Helpful examples provided context/application"
- "Good suggestions around AGO"
- "The powerpoint skills presentation was excellent. Good review of benchmark + first presentation"
- "Kayla has great ppt tools and is a rockstar; I can tell she still gets nervous or outside her comfort when speaking which makes me anxious for her"
- "Wonderful program! Very thought provoking & this class pushed me toward action."

Additional Comments

- "It was great seeing the examples of the past participants"
- "Looking forward to the coaching"

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Do you have any suggestions for improving the program?

Day 2

- "Maybe one additional break in the morning session?"
- "Not preassign our accountability partners"
- "Today was good with video examples --> No suggestions"
- "Written tutorials on powerpoint - morphing, etc... basic training"
- "Please please have tea available for non-coffee folks :) "

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TROY DAWSON TAC - DAY 3
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DAY 3 COMMENTS

Of all the components covered during today's program, which do you feel will be useful to you?

- "Handling questions"
- "Body language/non verbal queues, pausing and dealing with ?s"
- "How to handle questions, interruptions, strong close, HORSE"
- "Role playing"
- "Response to adverse questions"
- "Practice in front of the camera"
- "Movement to drive conversation"
- "Presenting in front of team"
- "Question education & Closure"
- "The new techniques to answer difficult questions"
- "The role playing"

Comments regarding the consultants

- "Kaela again displayed a mastery of her material. Today: virtual meetings. Great question activities"
- "Good direction on feedback."
- "Good role playing examples - drive more than just talking about what to do. Lots of good feedback and relevant comments"

Additional Comments

- "Loved receiving feedback from original presentation. Great experience"
- "Really enjoyed today's fun games"
- "I liked the simplicity of HORSE & a. strong close"
- "Everyone is very knowledgeable and friendly"

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Do you have any suggestions for improving the program?

Day 3

- "No"
- "Have all presenter get chance to role play"
- "Great course. Maybe more energy/humor after lunch relevant to the course or task."
- "Maybe poll the audience on types of meetings they are having to tailor more relevance - some of this might need more or less emphasis"
- "Potentially more webex training, click x click overview"
- "Maybe less virtual topics"
- "The role playing was great and having more would be good"

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TROY DAWSON TAC - DAY 4
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DAY 4 COMMENTS

Of all the components covered during today's program, which do you feel will be useful to you?

- "Challenge of being more consistent in my approach to meetings and the team -- having the responses to be more intuitive"
- "Managing the physical environment"
- "Re-learning about political motivation + techniques"
- "Handling confrontations"
- "How to handle tough questions that can throw you off your thought process/presentation plan"
- "I will be using advocacy & inquiry more often to deal with difficult people/situations"
- "Avoid inference ladder, recognize it and stop it"
- "The true/false questions had a different perception of executives"
- "Balancing advocacy"
- "Using the room. Knowing the room"
- "How to be politically savvy. Answer w/ composure"
- "The info on how to remain politically savvy very important"

Comments regarding the consultants

- "Savvyness seems obvious, but a lot of power behind the idea. I liked the segment on using the physical space"
- "Excellent examples of politically savvy behavior. We worked through relevant personal examples of how we would improve our interactions"
- "Great comments & illustrations. Kept me engaged. This I really appreciated -- assistance"
- "Appreciate the examples & how to be politically savvy"

Additional Comments

- "Too often charts are either documentation or deliverables, so maybe discussion around how to address that or tailor to better suit a presentation"
- "Tightly on agenda. Good job Phillip!"
- "This program is giving me a huge tool box full of tools that will make me more successful."
- "Appreciate the on the side feedback to our questions"

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Do you have any suggestions for improving the program?

Day 4

- "I think just maybe some variation on the formula. Concept around how to be more successful on a required busy chart"
- "None"
- "Maybe different presentation examples. Feels like we saw the same slides more times than needed (i.e. Matt Chumley slides)"
- "Have ppt or webex presentations everyday. At least ~30 min"
- "More role playing & acting out/like today & yesterday. Real life makes the book work make more sense."

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TROY DAWSON TAC - DAY 5
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DAY 5 COMMENTS

Of all the components covered during today's program, which do you feel will be useful to you?

- "Seeing opportunities and strengths in others. I can simulate or avoid."
- "Seeing everyones growth"
- "Presentation format -- video reference on performance --> need to film myself more"
- "Know your audience, exec summary/Agenda, build more effective charts"
- "Seeing the different types of presentations"
- "How to manage the environment & limit distractions. Providing the feedback is appreciated b/c I wouldn't know otherwise."
- "Presenting without nervousness -- feedback!!"
- "Dry run of pitch with audience/recording and time"
- "Practicing in front of an audience"
- "Providing positive feedback"
- "All"
- "The useful feedback from my presentation"

Comments regarding the consultants

- "Overall great week. Always available (as long as not tied up)."
- "Great leadership examples! Incredibly helpful staff."
- "Kaela was excellent and added significantly to my final presentation. Excellent consultations"
- "Thank you"
- "All of you were great!"

Additional Comments

- "Thank you all! Great experience! Very informative!"
- "Keep the executives coming & have them attend the classes!!"
- "Really appreciate all the help and support!"

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Do you have any suggestions for improving the program?

Day 5

- "Today's agenda was execution, maybe learning by seeing others"
- "Last day, APQs are given at presentation. Winners should be all then put in raffle after main winner. It is not fair it's in presentation order"
- "If possible try to tailor examples or management reference to audience --> I know this may be hard"
- "I think the politically savvy section could use some work. Didn't fully understand exercises"
- "None"
- "No"
- "None"
- "My accountability partner disappeared during both evening workshops so I didn't have them to review ideas. However you guys stepped in and helped me.'"

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