

An Effective Model For A Skill Building Workshop From Carla Cross, CRB, MA

Use this model to build your workshop, to change participants' behavior.

Topic:

Objectives: As a result of this workshop, participants will be able to...

	<u>Process</u>	<u>Method</u>	<u>Time/Minutes</u>
Problem	Instructor sets stage and poses problem	Lecture/Town Hall	5-15
	Instructor tells procedure for finding solution	Lecture/Town Hall	2-3
	Instructor has students prepare to role play	Role Players create strategies Town Hall or task force	5-10
Work	Instructor puts students into role play	All role play	5-15
Solution	Instructor leads final exercise Discussion/'clears'	Publishing/(Town Hall) Use OH or flip chart Applying Generalizing	10-20

Excerpted from [The Ultimate Real Estate Trainer's Guide, www.carlacross.com](http://www.carlacross.com).

