TRAINER'S TOOLKIT: DESIGNING, DELIVERING AND EVALUATING TRAINING PROGRAMS ADDITIONAL DOCUMENTATION

Available at: http://www.fedcourt.gov.au/pjdp/pjdp-toolkits

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Template 1: Job Analysis for Target Group: (Sample only)

ANNEX 1: CONDUCTING A TRAINING NEEDS ANALYSIS: JOB ANALYSIS FOR A TARGET GROUP

Template 1 is a blank template for conducting a Job Analysis of a Target Group.

Template 2 is a completed template for a job that includes Safety Inductions. This is an example of how to divide the tasks involved in a safety induction into knowledge, skills and attitudes.

It is possible to add a scoring system to identifying training gaps and prioritising training topics. **Template 3** shows you how to do this.

TARG	ET GROUP:	 		
TASK:	S			
1.	Skills			
	Knowledge			
	Attitude / Values (Employability Skills)			
2.	Skills			
	Knowledge			
	Attitude / Values (Employability Skills)			
3.	Skills			
	Knowledge			
	Attitude / Values (Employability Skills)			

Template 2: Job Analysis for Target Group: (Sample onl	y)
Breaking tasks into: skills, knowledge, attitude	

TARGET GROUP:

T	ASKS						
1.	Safety	Skills					
	Inductions	Demonstrate Evacuation methods					
		Demonstrate OXY mask use					
		Demonstrate seat belt operation					
		Demonstrate life jacket wear					
		Knowledge			1		
		Evacuation paths					
		Mask operation					
		- One person					
		- Two person (child)					
		Seat belt fastening and adjustment					
		Life jacket parts, fitting method, where					
		stored					
		Attitude / Values					
		(Employability Skills)					
			Communication				
- sharing information Teamwork							
		- work as a team member at the same					
		time Planning and Organising					
		- Have safety kit in place before time					
		- Have salety kit in place before tillle					

Template 3: Job Analysis (Sample only) Adding a scoring system for: Identifying Training Gap and Prioritising topics

		TASKS	Can do well, Confident	Can do but needs more experience or training	Cannot do and should be trained	Office Use Priority Office use rating: Cannot do = 1 (first priority) Can do but needs training = 2 (second priority)
1.	Safety	Skills				
	Inductions	Demonstrate				
		Evacuation methods				
		Demonstrate OXY				
		mask use				
		Demo seat belt				
		operation				
		Demonstrate life				
		jacket wear				
		Knowledge				
		Evacuation paths				
		Mask operation				
		- One person				
		- Two person				

(child)				
Seat belt fastening				
and adjustment				
Life jacket parts,				
fitting method, where				
stored				
Attitude / Values (Em	ployability S	kills)		
Communication		·		
- sharing information				
Teamwork				
- working on time				
with others				
Planning and				
organizing				
- having safety kit				
ready for				
demonstration				
before time				
Add any comments that you as a court of	ficer wants to	have training i	n or provide feedbac	k on:
Now forward to:		by posting to:		

Thank you for completing this survey.

ANNEX 2: CONDUCTING A TRAINING NEEDS ANALYSIS: EXAMPLE OF SURVEY FOR TARGET GROUP

Survey - (Complete and ready to hand out to court staff)	
Job of your Specific Target Group:	
Instructions	

Instructions:

For each of the points down this page, place a tick, to indicate your honest response to one of the following:

- "Can do well"
- "Can do but need more training" or
- "Cannot do and should be trained".

For example:

For	example:					
		TASKS	Can do well, Confident	Can do but need more experience or training	Cannot do and should be trained	Office Use Priority Office use rating: Cannot do = 1 (first priority) Can do but needs training = 2 (second priority)
1.	Safety	Skills				
	Inductions	Demonstrate Evacuation methods				
		Demonstrate OXY				
		mask use				
		Demo seat belt				
		operation				
		Demonstrate life				
		jacket wear				
		Knowledge				
		Evacuation paths				
		Mask operation				
		- One person				
		- Two person (child)				
		Seat belt fastening				
		and adjustment				
		Life jacket parts, fitting				
		method, where stored				
		Attitude / Values (Emp	loyability Ski	ills)		
		Communication				
		- sharing information				
		Teamwork				
		- working on time with				
		others				
		Planning and				
		organizing				
		- having safety kit				
		ready for				
		demonstration before				
		time				

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Add any comments that you as a court officer wants to have training in or provide feedback on:				
Now forward to: If you have any questions contact	by posting to: on phone number			
	Thank you for completing this survey.			
Signed	_ Date			

ANNEX 3: EXAMPLE OF DAILY PLAN FOR A TRAINING OF TRAINERS WORKSHOP

Pacific Judicial Development Programme (PJDP) Advanced Trainer of Trainers Workshop 5 - 9 December, 2011: Auckland, New Zealand

Workshop Aim: for participants to learn more advanced training techniques including how to assess participants.

Workshop Objective: that participants will significantly improve their knowledge and skills as a trainer.

* * *

Day One: Monday, 5th December, 2011

Time	Торіс	Topic Learning Outcomes			
8.00-8.30am	Arrival				
8.30-9.30	Workshop Opening and Orientation	Feel welcomed to the workshop and be introduced to the facilitators and other participants			
	◆ Introduction	Complete a pre-training questionnaire			
	Overview of Workshop				
	 Facilitators 	 Understand the aims and objectives of the workshop 			
	 Aim and Objectives 	Understand the learning resources that you will be supplied with			
	 Learning resources 				
	Certification				
	 Assessment 	Understand the structure of the program, assessment and certification requirements.			
	 Accreditation 				
	PJDP Phase 2	◆ To understand the aims of PJDP Phase 2.			
9.30-10.30	Presentation by participants	 Participants are to confidently deliver a report regarding training conducted in country outlining challenges in organising and delivering: conducting TNA; developing and designing the training program; preparing and delivering training and evaluation of same. 			
10.30-11.00	Morning tea				
11.00-11.30	Presentation by participants continued	Same as above			
11.30-12.30	Action Plans	Define an action plan and explain why they are used			
	 What is an action plan? Why use them? How to 	Create an action plan to improve training and to ensure training aims are achieved.			

	design action plans?		
12.30-1.30pm	Lunch		
1.30-3.00	 Training Needs Analysis (TNA) Revisited Definition Methods and documentation Selection of subjects Action plan for improvements Improve significantly their knowledge and skills in formulating training needs by conducting a Toler in the formulation document including selection of subjects Formulate an action plan for improvements in planning, developing TNA documents, acquiring interpreting data Review the TNA data collected prior to the workshop. 		
3.00-3.15		Afternoon tea	
3.15-4.15	 Designing a Learning Program Revisited Six steps in developing a learning programs Daily plans Session plans 	 Reinforce their knowledge and understanding of the six steps in developing a learning program Significantly improve their knowledge and skills in developing Daily Programs and session plans Design a learning program of two days duration for delivery in your country. 	
4.15-4.30	 3-2-1 3 important things I learned today? 2 questions I still have? 1 thing that really supported my learning today? 	◆ To review and evaluate Day 1 of the workshop.	
4.30-4.45		Daily wrap-up, feedback and close	

Day Two: Tuesday, 6th December, 2011

Time	Topic	Learning Outcomes		
8.00-8.30am		Arrival		
8.30-10.30	Learning aims and outcomes revisited ◆ Types, difference of aims and objectives, how to formulate, action plan for improvement ◆ Significantly improve their knowledge and skills in formulating learning aims and outcomes for train programs.			
10.30-11.00		Morning tea		
11.00-12.30	Session plans Purpose of session plan Pro-forma session plan Timing	 Significantly improve your knowledge and skills in developing training proposals Significantly improve their knowledge and skills in creating session plans Create a thirty minute session plan on a topic selected from the TNA conducted before the workshop. 		

12.30-1.30pm	Lunch		
1.30-3.00	 Principles of adult learning revisited Explanation of adult learning principles Why these principles are important? 	 Describe and explain the importance of the principles of adult learning including meaningful material, active participation, multi-sensory learning, practice, reinforcement, feedback and reward Plan a 30 minute training session that takes into consideration the principles of adult learning. 	
3.00-3.15		Afternoon tea	
3.15-4.15	 Advanced teaching methods 1: Group Discussions Types of group discussions Purpose of group discussions 8 step guide to creating group discussion 	 Describe the different types of group discussions Explain the purpose of conducting a group discussion Identify the skills needed to facilitate a group discussion Using the 8 step guide create a group discussion topic for the 30 minute training session. 	
4.15-4.30	 3-2-1 3 important things I learned today? 2 questions I still have? 1 thing that really supported my learning today? 	To review and evaluate Day 2 of the workshop.	
4.30-4.45		Daily wrap-up, feedback and close	

Day Three: Wednesday, 7th December, 2011

Time	Topic Learning Outcomes			
8.00-8.30am	Arrival			
8.30-10.30	 Assessment and evaluation of training Four key principles of assessment- validity, reliability, flexibility and fairness Types of assessment methods for assessing knowledge, skills and attitudes Creating and assessment 	 Explain the four principles of assessment Identify the most appropriate methods of assessing knowledge, skills and attitudes Create an assessment tool to assess achievement of learning outcomes for 30 minute training session Explain different type of evaluation methods and the purpose of conducting evaluations. 		
10.30-11.00		Morning tea		
11.00-12.30	Assessment continued	As above		
12.30-1.30pm	Lunch			
1.30-3.00	Teaching aids			

	Powerpoints	Increase their awareness of overuse of Powerpoint.
	◆ Games	
3.00-3.15		Afternoon tea
3.15-4.15	 Advanced teaching methods 2: Case studies and role plays Difference between a case study and a role play 10 steps in writing a case/study or role play 	 Explain the differences between a case study and a role play Identify the situations in which it would be appropriate to use a case study or role play in training Write a case study or role play or a cross cutting issue.
4.15-4.30	 3-2-1 3 important things I learned today? 2 questions I still have? 1 thing that really supported my learning today? 	To review and evaluate Day 3 of the workshop.
4.30-4.45		Daily wrap-up, feedback and close

Day Four: Thursday, 8th December, 2011

Time	Торіс	Learning Outcomes			
8.00-8.30am		Arrival			
8.30-10.30	Advanced Teaching Methods 3	Improve significantly their knowledge of coaching as a teaching methodology			
	Teaching a skill	To conduct a short coaching session teaching.			
	Definition of coaching				
	Coaching model				
10.30-11.00		Morning tea			
11.00-12.30	Planning for 30 minute teaching session				
	Explanation of task				
12.30-1.30pm		Lunch			
1.30-3.00	Final preparation for 30 minute training session				
3.00-3.15		Afternoon tea			
3.15-4.15	Final preparation for 30 minute training session				
4.15-4.30	3-2-1	To review and evaluate Day 4 of the workshop.			

	3 important things I learned today?		
	2 questions I still have?		
	1 thing that really supported my learning today?		
4.30-4.45	Daily wrap-up, feedback and close		

Day Five: Friday, 9th December, 2011

Time	Topic	Learning Outcomes	
8.00-8.30am	Arrival		
8.30-10.30	Presentation by participants of a 30 minute training session	Professionally deliver a 30 minute training session following a session plan including a group discussion and an assessment to determine if learning outcomes have been met.	
10.30-11.00		Morning tea	
11.00-12.30	Presentations continued		
12.30-1.30pm		Lunch	
•		LUIICII	
1.30-3.00	Presentations continued		
3.00-3.15		Afternoon tea	
3.15-4.15	Wrap up of training:	To thoroughly review and evaluate the learning objectives of the workshop	
	Review learning outcomes	To complete the post training questionnaire	
	 Completion of post-training questionnaire 	To participant in a group discussion of what you learned and liked about the workshop.	
	What did I learn?	To participant in a group alcoaction of final year fourtied and incoa about the workshop.	
	What did I like?		
445 400	▼ WHAt did Flike:	Della consecutiva della contra	
4.15-4.30		Daily wrap-up, feedback and close	

ANNEX 4: SESSION PLAN TEMPLATE

Session Plan:					
Training Progra	m	JUDICIAL ORIENTATION PROGRAM			
Topic					
Objective(s)		The purpose of this session is to: [Q: Knowledge, skills, attitudes?] • •			
Outcomes		As a result of attending, will be reasonably able to: [Q: Do what and how well?] • • •			
Trainer					
Time – 60 mins		Content:			
>5 mins	Link to learn Outcomes (Structure of Safety and Stimulate m	ner's previous learning outco the session: S housekeeping:	interest/experience: mes): Discuss the lear session will be divided Morning tea will be he t is in it for the learner	ing story. Use an ice-breaker. Jok- ning outcomes listed above into four sessions (see sub-topics eld at end of session ? Judges must know the Rules of Summary / Assessment	below)
20 mins	<u> </u>		Presentation	Questions	PowerPoint
	Sub-topics		Methodology	Summary / Assessment	Resources
15 mins	·		Case Study	Questions	Handouts
	Sub-topics		Methodology	Summary / Assessment	Resources
15 mins			Brainstorm	Game	Whiteboard and pen
>5 mins Ends	Conclusion: COFF • C: Conclude; O: Revisit learning outcomes to check they have been achieved; F: Gain feedback from participants; F: Talk about the future e.g. what the next session will cover or what the next training program will cover. Summary: review your learning outcomes – check participants' grasp by asking them to summarise.				
		Specia	I Requirements / Pr	eparation / Comments:	

CHECKLIST (x10)

- 1. Needs
- 2. Topic
- 3. Objectives
- 4. Outcomes
- 5. Content
- 6. Structure
- 7. Timing
- 8. Techniques
- 9. Papers / materials
- 10. Aids

PRESENTATION CRITERIA

- 1. Clear
- 2. Orderly
- 3. Concise
- 4. Complete
- 5. Compelling
- 6. Useful

ANNEX 5: LIST OF HELPFUL VERBS FOR CREATING LEARNING OUTCOMES

Performance Verbs for the Domains of Learning

Cognitive Domain ('the head')

Knowledge level - define, list, indicate, identify, state, recall, name, record, recognise

Comprehension level - distinguishes, compare, describe, classify, interpret, contrast

Application level - demonstrate, calculate, examine, apply, illustrate, use, solve

Analysis level - analyses, explain, summarise, relate, construct, investigate, infer

Synthesis level - creates, integrate, develop, plan, construct, design, generate, propose

Evaluation level - evaluates, appraise, critique, measure, estimate, assess, determine.

Psychomotor Domain ('the hand-eye' / 'skills')

Assembles, builds, calibrates, changes, cleans, composes, connects, constructs, corrects, creates, demonstrates, designs, dismantles, drills, fastens, fixes, follows, grinds, hammers, heats, hooks, locates, makes, manipulates, mends, mixes, nails, paints, practices, sands, saws, sharpens, sets, sews, sketches, uses.

Affective Domain ('the heart' / values, attitudes)

Asks, assists, alters, acts, chooses, complies, compares, creates, demonstrates, describes, discusses, differentiates, discriminates, displays, explains, follows, gives, generalises, helps, identifies, initiates, invites, integrates, influences, justifies, listens, modifies, names, organises, participates, performs, practices, prepares, proposes, presents, questions, receives, replies, reports, relates, resolves, revises, selects, serves, shares, shows, solves, synthesises, tells, uses, values, verifies, writes.

ANNEX 6: LIST OF POSSIBLE TRAINING TOPICS FOR JUDICIAL AND NON-JUDICIAL OFFICERS

Substantive law and court procedure

To be assessed depending on the prior training, experience and duties of judges

- Criminal law and procedure
- · Civil law and procedure

Judicial skills

- how to conduct a hearing trial
- control of courtroom
- note-taking
- legal research
- admitting evidence
- statutory interpretation
- judgment writing and giving reasons
- principled and uniform sentencing
- administering natural justice, due process and fair trial
- protecting human rights and civil liberties
- resolving disputes and alternative dispute resolution (ADR)

Generic skills

- Communication skills written and oral
- Time management
- Computer skills
- Coaching and mentoring
- Customer Service (see example training topic Annex 7)

Judicial management

- case management
- administering courts: filings, fixtures, hearing lists
- record management
- registry management and practice
- team leadership between judicial and court officers
- judicial information technology and computer skills
- managing complex litigation and commercial disputes

Judicial disposition - social context - outlook, attitude and values

- judicial role, powers and responsibilities
- judicial independence, impartiality, integrity and outlook
- judicial review
- judicial conduct and ethics
- gender / race equality

Inter-disciplinary

To be assessed depending on the prior training, experience and duties of judges

- Forensic scientific evidence: psychiatry and pathology in criminal prosecutions
- Financial accounting in complex commercial disputes
- Medico-legal fundamentals in injury cases.

ANNEX 7: EXAMPLE TRAINING PROGRAM: CUSTOMER SERVICE

CUSTOMER SERVICE TRAINING FOR COURT STAFF

Introduction

Having run many Trainer of Trainers Workshops a topic that is often presented by participants is 'Customer Service for Court Staff'. A resource has been created that may be useful for your court; a one day training program on 'Customer Service for Court Staff'.

The accompanying files/resources have been developed to enable you to deliver this one-day training program:

A – Read First – Instructions and Daily Plan

- · An Introduction to Resources
- · Daily Plan 'Customer Service for Court Staff'

B - Pre and Post Training Questionnaires

- Pre-training Questionnaire
- Post-training Questionnaire

C - Session Plans

- Session 1: Who is a customer and how do we deal with them?
- Session 2: Communicating with customers.
- Session 3: Delivering a service
- Session 4: When things go wrong

D - PowerPoint Presentations

- Session 1: Who is a customer and how do we deal with them?
- Session 2: Communicating with customers.
- Session 3: Delivering a service
- Session 4: When things go wrong

E - Jeopardy Style Quiz

Customer Service 'Jeopardy' Questions and Answers

A - Read First - Instructions and Daily Plan

How to use this resource

The training program has been designed for you. Before you deliver this program you would need to ascertain that Customer Service Training was required by your court. You would do this by conducting a Training Needs Analysis (TNA). See *page 6* of the Trainers Toolkit and **Annex 1** and **2**.

It is important that you look closely at the resource that has been provided to you and that you customise the resource for your court. You are able to change any of the resources provided to suit the needs of your court and you are encouraged to do so.

Daily Plan

A one day training program has been prepared for you. This includes times, learning objective, learning outcomes, teaching methodologies and resources. You just need to insert where the training will be held, the date and the details of the facilitator(s) for each training session.

You will remember that the Daily Plan is for the benefit of the participants. You will hand this out to participants at the beginning of the training. This will provide them with an outline of the day.

See template below.

Daily Plan Example:

Customer Service Training for Court Staff

Date:	Location:
-------	-----------

Learning Objective of training program: to increase the knowledge and skills of court staff with respect to customer service.

Time	Topic	Learning Outcomes: Participants will be able to:	Training Method	Training Aids	Facilitator
8:00 – 8:30am	Arrival Time				
8:30 – 10:30am 120 mins	Opening of Training	 Welcome participants to the training and introduce facilitators and participants Clearly explain the objective of the training Ask participants complete a pre-training questionnaire 	Presentation	PowerPoint Pre-Training Questionnaire	
	Overview of Training:				
	Who is a customer and how do we deal with them?	Participants will be reasonably able to:	Presentation	PowerPoint	
		 Explain the difference between a client and a customer Define customer service Describe a service delivery charter Create a service deliver charter Explain the procedural and personal dimensions of customer service 	Brainstorm	Whiteboard	

		 Describe and explain the RATER model of customer service Distinguish internal and external customers Define customer expectations 	Group Activities	Butcher's paper and pens
10:30 – 11:00am		Morning Tea		
11:00 – 12:30pm 90 mins	Communicating with Customers	Participants will be reasonably able to: • Explain the importance of listening and question skills in communicating effectively • Describe how false impressions may be created • List effective communications skills • Describe negative communication practices • Explain the concept of 'message impact' • Explain the importance of non-verbal communication i.e. body language • Identify non-assertive, assertive and aggressive body language	Presentation Group Discussion Role Play Group Activity	PowerPoint Video Whiteboard
12:30 – 1:30 pm		Lunch		
1:30 – 3:00pm 90 mins	Delivering a Service	Participants will be reasonably able to: Explain what is meant by 'delivering a service' Describe the three C's of customer service List the characteristics of quality customer service Explain the concepts of customer satisfaction and loyalty Identify characteristics of customers who are satisfied and those that are not	Presentation Brainstorm Video Group activity	PowerPoint Whiteboard Butcher's paper and pens
3:00 – 3:15pm		Afternoon Tea		·

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3:15 – 4:15 pm 60 mins	When Things go Wrong	Participants will be reasonably able to: Define a difficult customer Identify techniques for handling difficult customers Identify inappropriate responses to difficult customers Explain the concept of 'service recovery' and how this can be achieved	Presentation Group activity Video Group Discussion	PowerPoint Butcher's paper and pens
4:15 – 4:45pm 30 mins	Closing of training	 Run the 'Jeopardy' game Review Training objective Participants to complete post-training questionnaire What I liked and what I learned today Wrap up and close 		PowerPoint Post-Training Questionnaires

B - Pre and Post Training Questionnaires

Pre Training and Post Training Questionnaires

It is important that you assess participant's knowledge of the topic before they undertake the training. If you also assess their knowledge at the completion of training you will be able to measure an increase in their knowledge and skills as a result of the training.

You have been provided with both Pre and Post Training Questionnaires. You should administer the pre-training questionnaire at the first session of the training. The Daily Plan indicates when this should be done. You should number each questionnaire and ask each participant to remember their number. You will need to collate the results of these questions. How many correct answers were there to each question? How did participants rate their knowledge of the principles of customer service?

In the last session of the training you will administer the Post-training questionnaire. Again, each questionnaire will be numbered. Give the correct number to each participant. They will remember their number from earlier in the day! The benefit of this approach is you can measure an increase in knowledge of individual participants.

See templates below.

CUSTOMER SERVICE FOR COURT STAFF

{Insert date and location of training}

Pre-training Questionnaire

Reference No:

Please answer the following questions. This questionnaire will help in working out what areas we need to focus on in this workshop and will also help us to understand your particular training needs. It will also be used at the conclusion of the training to assess what you have learned from the training.

Question 1: D	efine a 'customer'.		
Question 2: W	nat is a Service Delivery Charter?		
Question 3: W	nat is the RATER model for measur	ing the effectiveness of service	?
Question 4: W	nat is meant by the term 'service rec	covery'?	
Question 5: W	ny are communication skills importa	nt in customer service?	
Question 6: De	scribe the 3 C's of customer service	e?	
Question 7: Lis	t two characteristics of quality custo	omer service?	
	ur level of knowledge and skills ling the following matters by tickin		
Question 1:	The difference between a client and	a customer?	
No Understan	dina Good Understanding	Strong Understanding	Evcellent Understanding

Question 2:	The	purpose of a service delivery charter	?			
No Understa		Good Understanding	Strong Understanding	Excellent Understanding		
Question 3:	Question 3: The dimensions of customer service both procedurally and personally?					
No Understa	anding	Good Understanding	Strong Understanding	Excellent Understanding		
Question 4:	The	RATER model for measuring the effe	ectiveness of customer s	ervice?		
No Understa	anding	Good Understanding	Strong Understanding	Excellent Understanding		
Question 5:	The	importance of customer expectations	s in customer service?			
No Understa	anding	Good Understanding	Strong Understanding	Excellent Understanding		
Question 6:	The	importance of listening and question	ng skills in communicati	ng effectively with customers?		
No Understa	anding	Good Understanding	Strong Understanding	Excellent Understanding		
Question 7:	Question 7: The negative communication practices that will not result in quality customer service.					
No Understanding Good Understanding		Strong Understanding	Excellent Understanding			
Question 8:	The	concept of the three C's of customer	r service?			
No Understa	anding	Good Understanding	Strong Understanding	Excellent Understanding		
Question 9: The characteristics of quality customer service.						
No Understa	anding	Good Understanding	Strong Understanding	Excellent Understanding		
Question 10:	The	concept of 'service recovery'?				
No Under	standing	g Good Understanding	Strong Understanding	Excellent Understanding		

Thank you for your time and assistance with completing this form!

CUSTOMER SERVICE FOR COURT STAFF

{Insert date and location of training}

Post-training Questionnaire

Reference No:

Question 1: Define a 'customer'.
Question 2: What is a Service Delivery Charter?
Question 3: What is the RATER model for measuring the effectiveness of service?
Question 4: What is meant by the term 'service recovery'?
Question 5: Why are communication skills important in customer service?
Question 6: Describe the 3 C's of customer service?
Question 7: List two characteristics of quality customer service?
Please rate your satisfaction regarding the quality and value to you of the <i>Customer Service for Court Staff</i> training program by ticking / checking ONE square per question only:
Question 1: Having completed the Customer Service for Court Staff training program, how confident do you feel as customer service provider of your court?
Not Confident Ouite Confident Confident Very Confident

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Not Achieved Reasonably Achieved Substantially Achieved Fully Achieved Question 3: Was the information presented practical and useful to you and your court?	
Question 3: Was the information presented practical and useful to you and your court?	
Not Useful Limited Usefulness Quite Useful Extremely Useful	
Not Useful Limited Usefulness Quite Useful Extremely Useful	
Question 4: Were the materials provided by the trainer(s) relevant to the training and useful?	
Not Relevant Limited Relevance Quite Relevant Extremely Relevant	sion,
Question 5: Did you find that the trainer(s) were effective and allowed for adequate participation, discuss practical presentations, and interaction?	
Not Effective Limited Effectiveness Quite Effective Extremely Effective	ı
Question 6: Overall, were you satisfied with the Customer Service for Court Staff training program? Not Satisfied Reasonably Satisfied Quite Satisfied Extremely Satisfied	
Please rate your level of knowledge and skills after undertaking the <i>Customer Service for Court Statraining program</i> regarding the following matters by ticking / checking ONE square per question or	
Question 7: The difference between a client and a customer?	
No Understanding Good Understanding Strong Understanding Excellent Understanding	ng
Question 8: The purpose of a service delivery charter?	
No Understanding Good Understanding Strong Understanding Excellent Understandin	ng
Question 9: The dimensions of customer service both procedurally and personally?	
No Understanding Good Understanding Strong Understanding Excellent Understanding	ng
Question 10: The RATER model for measuring the effectiveness of customer service?	
No Understanding Good Understanding Strong Understanding Excellent Understandin	ing

Question 11: The importance of customer expectations in customer service.					
No Understanding	Good Understanding	Strong Understanding	Excellent Understanding		
Question 12: The impo	ortance of listening and question	ning skills in communicating	with customers?		
∟∟∟ No Understanding	Good Understanding	Strong Understanding	Excellent Understanding		
	itive communication practices t				
No Understanding	Good Understanding	Strong Understanding	Excellent Understanding		
Question 14: The cond	ept of the three C's of custome	er service?			
No Understanding	Good Understanding	Strong Understanding	Excellent Understanding		
Question 15: The ch	naracteristics of quality custome	er service?			
No Understanding	Good Understanding	Strong Understanding	Excellent Understanding		
Question 16: The conc	ept of 'service recovery'?				
No Understanding	Good Understanding	Strong Understanding	Excellent Understanding		
Question 17: Briefly describe the most useful experience(s) of this training program.					
Question 18: Briefly describe the least useful experience(s) of this training program.					
Question 19: Do you wish to offer any other comments or suggestions for improvements for this training program?					
	_		_		

Thank you for your time and assistance with completing this form!

C - Session Plans

Session Plans

The day of training has been divided into four sessions. There is a session plan for each session:

- 1. Who is a customer and how do we deal with them?
- 2. Communicating with customers.
- 3. Delivering a service.
- 4. When things go wrong.

Remember that Session Plans are for the benefit of the facilitator and not the participants. Don't hand these out to participants. Use them to plan and deliver each of the training sessions.

The session plans detail:

- The topic
- Learning outcomes
- Structure and content of the session
- Timing
- Teaching methods
- How you will assess participants understanding for the topic
- Teaching resources you will require

See templates below.

Session 1: V	Vho is	a Customer and How do we Deal with Them?	
Title of Trainin Program	ıg	Customer Service Training for Court Staff	
Topic		Who is a customer and how do we deal with them?	
Learning outcomes		Participants will be reasonably able to: • Explain the difference between a client and a customer • Define customer service • Describe a service delivery charter • Create a service deliver charter • Explain the procedural and personal dimensions of customer service • Describe and explain the RATER customer service model • Distinguish internal and external customers • Define customer expectations	
Trainer:			
TIME – 90 MINI 9 - 10.30 am	UTES	CONTENT	
Start	i.	INTRODUCTION (GLOSSS)	
1	G et a	attention:	
It is important that we carry out our rosatisfaction but will mean the public voto assist them to protect their legal right.		 to learner's previous interest/experience: We all work in a customer service role in our court It is important that we carry out our role as efficiently as possible. This will give us job satisfaction but will mean the public will have more confident in our court system and its capacity to assist them to protect their legal rights omes: Review the Learning Outcomes that are stated above. 	
	Struc	service'. Service Delivery Charters and the difference between the procedural and personal dimensions of customer service. The RATER Model of customer service.	
	Safet	ty and housekeeping: Describe any particular housekeeping and safety issues for your location.	
	Stimulate motivation – Doing our job better will mean that we provide a better service to		

	Sub-topics	Methodology	Summary /Assessment	Resources	
20 mins	Difference between a client and a customer Defining 'customer service'	Presentation Brainstorm Group Discussion	Question participants	PowerPoint Whiteboard	
	Sub-topics	Methodology	Summary /Assessment	Resources	
20 mins	Service delivery charter Procedural and personal dimensions of customer service	Presentation Group Activity Presentation	Group activity participants complete Court Service Delivery Charter	PowerPoint Butcher's paper and pens	
	Sub-topics	Methodology	Summary /Assessment	Resources	
20 mins	The RATER model of customer service	Presentation	Quiz	PowerPoint	
	Sub-topics	Methodology	Summary /Assessment	Resources	
10 mins	Difference between internal and external customers Customer Expectations	Brainstorm Presentation	Question participants	Whiteboard	
	Customer Expectations	FIESCHIANOH			
10 mins					
End 10.30 am					

Session 2: Co	Session 2: Communicating with Customers						
Title of Training Program		Customer Service Training for Court Staff					
Topic		Communicating with Cu	stomers				
Learning outcomes		Participants will be reason	nably able to:				
		 Explain the importance of listening and question skills in communicating effectively Describe how false impressions may be created List effective communications skills Describe negative communication practices Explain the concept of 'message impact' Explain the importance of non-verbal communication i.e. body language Identify non-assertive, assertive and aggressive body language 					
Trainer:	autoo.		Conton				
Time – 90 Mir 11 - 12.30 pm			Conten	ī			
Start		ODUCTION (GLOSSS)					
10 mins							
	•	 learner's previous interest/experience: In the previous session we identified who a customer is. Communicating with customers is very important. This is a major part of our role. Acquiring skills regarding how to communicate with customers will result in a better service to customers. 					
	Outco	omes: Review the Learning	Outcomes that are stated a	above.			
	Struc	ture of the session: This se	ession is divided into the fo	llowing topics:			
	Safet	y and housekeeping: Descr	ribe any particular housekee	eping and safety issues for	your location.		
	Stimu	ulate motivation – Doing ou	r job better will mean that w	ve provide a better service t	o court users		
	Sub-t		Methodology	Summary /Assessment	Resources		
		tive Communication niques	Presentation	Question participants	PowerPoint		
20 mins		•	Brainstorm		Whiteboard		
	Ques	tioning Skills	Group Discussion		PowerPoint		
			Video				

	Sub-topics	Methodology	Summary /Assessment	Resources		
		Presentation		PowerPoint		
20 mins	Communication negatives	Group Activity	Group activity participants complete	Butcher's paper and pens		
		Presentation				
	Sub-topics	Methodology	Summary /Assessment	Resources		
20 mins	Body language	Presentation	Quiz	PowerPoint		
	Sub-topics	Methodology	Summary /Assessment	Resources		
10 mins Message Impact		Brainstorm	Question participants	Whiteboard		
		Video		PowerPoint		
10 mins	Conclusion (COFF)					
	Outcomes & summary: review learning outcomes above.					
End 12.30	Feedback: get feedback from participants on this session.					
pm	Future: next session we will cover delivering a service to customers and the three C's of customer service. Enjoy your lunch.					

Session 3: De	Session 3: Delivering a Service				
Title of Trainin Program	ıg	Customer Service Training for Court Staff			
Topic		Delivering a service			
Learning outco	omes	Participants will be reasonably able to:			
		Explain what is meant by 'delivering a service'			
		Describe the three C's of customer service			
		List the characteristics of quality customer service			
		 Explain the concepts of customer satisfaction and loyalty 			
		Identify characteristics of customers who are satisfied and those that are not			
Trainer:					
Time – 90 Minutes		Content			
1.30 – 3 pm		ODUCTION (OLOGOS)			
Start	INTR	ODUCTION (GLOSSS)			
	Cot a	ttention:			
10 mins	G Ct a	tterition.			
10 111113	I ink t	o learner's previous interest/experience:			
		 We have spent the last two sessions considering who are customers are and how we should deal with them. We need to focus in this session on delivering a 'service'. What are the characteristics of quality customer service. Quality customer service will ensure the public have confidence in our court. 			
	Outco	omes: Review the Learning Outcomes that are stated above.			

Structure of the session: This session is divided into the following topics:

- Delivering the Service and the 3 C's of customer service
- Characteristics of quality customer service
- Concepts of customer satisfaction and loyalty
- Characteristics of satisfied and dissatisfied customers

Safety and housekeeping: Describe any particular housekeeping and safety issues for your location.

Stimulate motivation – Delivering quality customer service is important. Court customers will have confidence in the court system and will be satisfied with the service they receive.

	Sub-topics	Methodology	Summary /Assessment	Resources		
20 mins	Delivering the service.	Presentation	Question participants	PowerPoint		
	The 3 C's:	Group Discussion		Whiteboard		
	Sub-topics	Methodology	Summary /Assessment	Resources		
20 mins	Characteristics of quality customer service	Presentation	Group activity participants complete	PowerPoint		
	Customer Service	Group Activity	participants complete	Butcher's paper and pens		
	Sub-topics	Methodology	Summary /Assessment	Resources		
20 mins	Concepts of customer satisfaction and loyalty	Presentation	Questions	PowerPoint		
	Sub-topics	Methodology	Summary /Assessment	Resources		
10 mins	Characteristics of satisfied and dissatisfied customers	Presentation		Whiteboard		
		Brainstorm	Question participants	PowerPoint		
		Video				
10 mins	Conclusion (COFF)					
	Outcomes & summary: review le	Outcomes & summary: review learning outcomes above.				
End 3 pm	Feedback: get feedback from participants on this session. Future: next session we will consider what to do when things go wrong and the concept of service recovery.					

Session 4: When Things go Wrong					
Title of Training		Customer Service Training for Court Staff			
Program Topic		When Things go Wrong			
Learning outcomes		Participants will be reasonably able to:			
		 Define a difficult customer Identify techniques for handling difficult customers Identify inappropriate responses to difficult customers Explain the concept of 'service recovery' and how this can be achieved 			
Trainer:					
Time – 60 Minutes		Content			
3.15 – 4.15 pm		ODUCTION (CLOSSS)			
Start	INTRODUCTION (GLOSSS)				
3.15pm	Get attention:				
10 mins	Link to learner's previous interest/experience: Things don't always go smoothly. Customers often don't get what they want or expect. In this session we will focus on when things go wrong. What should you do?				
	Outcomes: Review the Learning Outcomes that are stated above.				
	Structure of the session: This session is divided into the following sections: • Defining a difficult customer • Techniques for handling difficult customers • Inappropriate responses to difficult customers • The concept of 'service recovery' and how this can be achieved				
	Safety and housekeeping: Describe any particular housekeeping and safety issues for your location.				
	Stimulate motivation – The reality is we will all have to deal with difficult customers. The reality is that often things go wrong. We need what to do if this occurs.				
	Sub-t	opics	Methodology	Summary /Assessment	Resources
20 mins	Defini	ing a difficult customer	Presentation	Question participants	PowerPoint
			Brainstorm		
		niques for handling Ilt customers			Whiteboard
			Group Discussion		

	Sub-topics	Methodology	Summary /Assessment	Resources	
10 mins	Inappropriate responses to difficult customers	Presentation Group Activity	Group activity participants complete	PowerPoint Butcher's paper and pens	
	Sub-topics	Methodology	Summary /Assessment	Resources	
10 mins	The concept of 'service recovery' and how this can be achieved	Presentation	Questions	PowerPoint	
10 mins					
End 4.15	Outcomes & summary: review learning outcomes above.				
pm	Feedback: get feedback from participants on this session. Future: This is the last session in the workshop. Going to ask you to complete a post training questionnaire to measure what you learned and how you felt about the training.				

D - PowerPoint Presentations

PowerPoint presentations

To accompany each training session there is an accompanying PowerPoint presentation. This provides a summary of the content of the session. It should be used to guide discussions and activities. You will need to look at each PowerPoint closely and decide if you want to use all the resources including Learning activities. These are just suggestions so please be creative and design your own activities and change the slides as required.

In the PowerPoints a number of videos have been embedded. To view the videos before running the training program (and during training) you need to run the PowerPoint as a Slideshow. You will also need speakers when you are delivering training in order for your participants to hear the video! Preparation is important!

Please contact the International Programs Team for copies of the PowerPoints at: Int.programs@fedcourt.gov.au

E - Jeopardy Style Quiz

Jeopardy Style Quiz

A fun way to end the training day and also to assess participant's knowledge of the material covered is to run a quiz. I have used a PowerPoint 'Jeopardy' style template. It is ready to use. To preview how it works please run it in Slideshow.

During the training you will also need to run the template in Slideshow. This will bring up the scoreboard. Divide your participants into teams. After each question has been asked and answered you need to select the 'home' icon on the right bottom of each answer slide. This will take you back to the scoreboard. Keep a running total of the score for each team based on the points value of the questions answered. If one team provides an answer that is incorrect give the next team an opportunity to correctly answer the question.

Purchase some small prizes for the participant(s) who wins the quiz.

Please contact the International Programs Team for a copy of the Jeopardy style quiz at: lnt.programs@fedcourt.gov.au

Conclusion

Enjoy using this resource but please remember the Five P's – Proper, preparation, prevents, poor, performance! You cannot use this resource without carefully planning how you will deliver your one day training program on 'Customer Service for Court Staff'.

Please add activities as you see fit. The topic of customer service is an appropriate one for using role plays and case studies. Be creative and write a role play or case study for your training program.

This program is very much an introduction to customer service. You can expand the program if you wish. Best wishes for successful delivery of this training program.

Should you wish to obtain the PowerPoint presentations or if you have any queries, please contact us: lnt.programs@fedcourt.gov.au

ANNEX 7: CASE STUDY EXAMPLE

Case Study written by Judge Vaemoa Va'ai (Samoa) to support a training session delivered during the Advanced Training of Trainers Workshop held in Auckland, New Zealand, June 2012.

Facts / Scenario:

On Saturday evening 20th of March 2012, 45 year old Bill (a brick layer) and his 30 year old wife Helen had an argument. It was over Helens frustration with Bill for not giving her enough money to do her weekly shopping. A week later and after a night out with his friends, Bill returned home drunk. As he entered his home, he could not see nor smell any traces of an evening meal. He asked Helen where his meal was. She responded that all the money she had left was used on their children's meal that evening. Out of anger he told her to leave his house. She refused, so he decided to leave and cool off. As he was storming out of the house Helen yelled at him 'to grow up and act like a responsible Husband'. Bill felt offended by this so he turned back and started a fight with his wife. She pleaded with him to stop which he eventually did. She suffered with bruises on her face, back, hands and a cut on her left eye which required 3 stitches at the hospital. Two hours later as Bill was sound asleep on the floor in the sitting room, Helen quietly left to go to the hospital for treatment taking their children with her.

Later at her parent's home (where she denied Bill having beaten her), two police officers who received a call from the hospital about Helen's injuries and treatment went to interview her. She then admitted to Bill beating her the night before.

According to Helen in her statement to the police this was not the first time Bill had done this to her especially when drunk. On previous occasions however, they had always made up afterwards and often she was fearful of telling anyone else. This time however, she was tired of his promises that he won't do it again. That is why she decided to leave.

The Police after investigating this matter decided to charge Bill with having caused actual bodily harm without lawful justification to his wife: a charge which carries a maximum penalty of 2 years imprisonment. A week after Bill was charged by the Police, the council of chiefs in his village by way of a fine ordered him to provide 10 pigs or 10 cartons of canned tuna. He paid the fine.

When the charge was first called in Court 6 weeks later, Helen asked the police she wanted to withdraw her complaint because she and her husband had reconciled. She claims Bill has apologised to her and also to her parents. In terms of their 'no drop' policy however the police decided it inappropriate to drop or withdraw the charge.

- Bill is a first offender
- He pleaded guilty the first time it was called for his plea.
- Bill was convicted in Sept 2011 for drunkenness in a public place and was warned from committing further offences while intoxicated.
- In his plea for leniency, Bill apologises to the Court, says he is very remorseful, and promises the Court he will not do this again.

Your role as judge in this session is to sentence Bill on the charge as stated above. Please assume in the sentencing exercise that Bill confirms the facts of his offending as outlined above. He also confirms his previous conviction for drunkenness in 2011.

ANNEX 8: PRE-TRAINING QUESTIONNAIRE

PJDP ADVANCED CURRICULUM DEVELOPMENT & PROJECT MANAGEMENT WORKSHOP

25th - 29th November, 2013: Koror, Palau

Pre-training Questionnaire

Reference No.:

Please answer the following questions. This questionnaire will help the faculty to understand your particular training needs and focus training during this Curriculum development and Program Management workshop. It will also help us to assess what you have learned from the training at the end of the course.

Question 1:	What is the purpose of conducting a training needs assessment?
Question 2:	List two stages of the 'training cycle'.
Question 3:	What is a curriculum?
Question 4:	What is the purpose of a session plan and state two matters that should be included in a session plan.
Question 5:	What is the difference between monitoring and evaluation of training?

Question 6:	Question 6: What is the role of National Judicial Development Committees NJDC's?				
Question 7:	List three s	stages in the Project C	ycle?		
Question 8:	List three t	tools that can assist w	hen managing a project?		
Management	regarding th	ne following matters by	efore this Curriculum develop ticking / checking ONE squar		
Question 9:	How confid	dent do you feel as a tr	rainer?		
Not Confi	ident	 Quite Confident	∟_ Confident	Uery Confident	
Ouestion 10:	· The stanes	s in the 'training cycle'.			
	. The stuges				
No Underst	anding	Good Understanding	Strong Understanding	Excellent Understanding	
Question 11:	: The proces	ss of conducting a train	ning needs assessment.		
	•				
No Underst	anding	Good Understanding	Strong Understanding	Excellent Understanding	
Question 12:	Question 12: The process of identifying, analysing, selecting and sequencing the content of a learning program.				
No Underst	anding	Good Understanding	Strong Understanding	Excellent Understanding	
Question 13:	: Delivering	a training session to a	group of learners.		
	J				
No Underst	anding	Good Understanding	Strong Understanding	Excellent Understanding	

Question 14: Knowledge of a range of teaching methodologies you could use in a training						
session.						
No Understanding	Good Understanding	Strong Understanding	Excellent Understanding			
Question 15: Methods	of monitoring, assessing	and evaluating training.				
No Understanding	Good Understanding	Strong Understanding	Excellent Understanding			
	esign a curriculum for a j nd lay) of your court.	udicial orientation prograr	n for judicial officers (law			
No Understanding	Good Understanding	Strong Understanding	Excellent Understanding			
Question 17: How con	fident do you feel to man	age projects within your co	ourt?			
Not Confident	Limited Confidence	Confident	Very Confident			
Question 18: Stages in	the Project Cycle.					
No Understanding	Good Understanding	Strong Understanding	Excellent Understanding			
Question 19: Selected	Question 19: Selected project management tools.					
No Understanding	Good Understanding	Strong Understanding	Excellent Understanding			

Thank you for your time and assistance with completing this form!

ANNEX 9: POST-TRAINING QUESTIONNAIRE

PJDP ADVANCED CURRICULUM DEVELOPMENT & PROJECT MANAGEMENT WORKSHOP

25th - 29th November, 2013: Koror, Palau

Post-training Questionnaire

Reference No.:

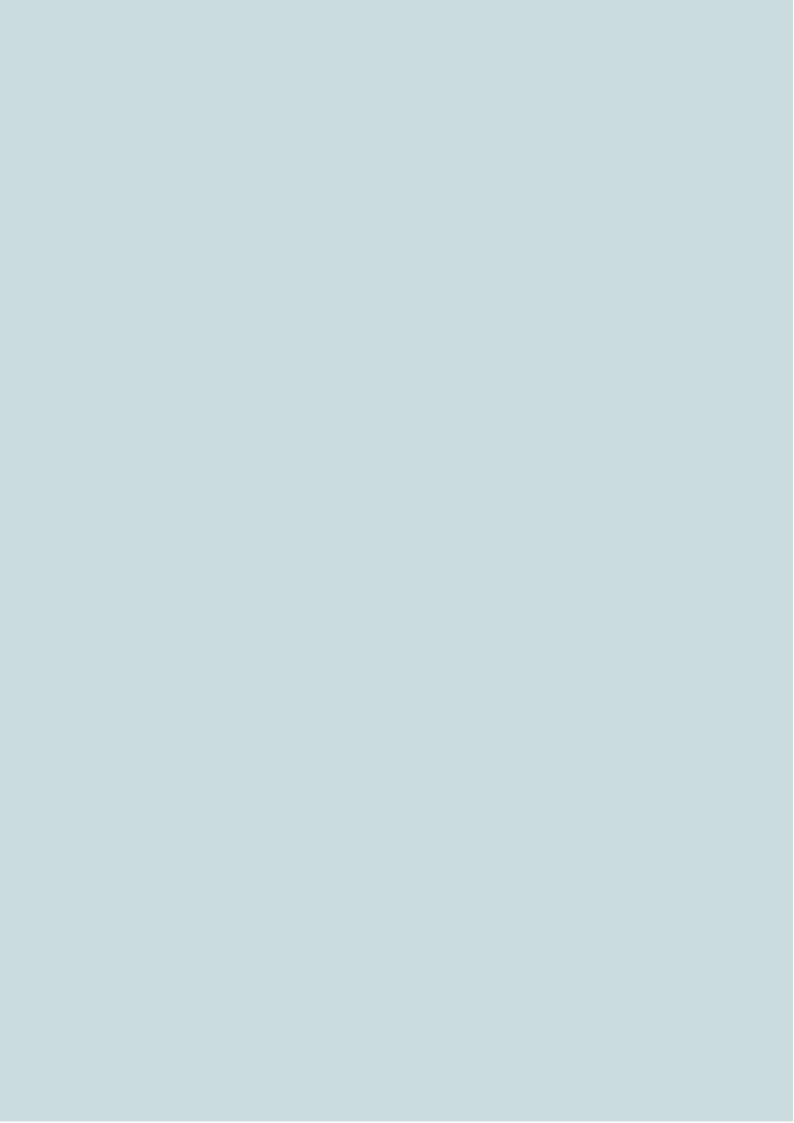
Question 1:	What is the purpose of conducting a training needs assessment?
Question 2:	List two stages of the 'training cycle'.
Question 3:	What is a curriculum?
Question 4:	What is the purpose of a session plan and state two matters that should be included in a session plan.
Question 5:	What is the difference between monitoring and evaluation of training?

Question 6: What is the role of National Judicial Development Committees NJDC's?					
Question 7:	List three sta	ages in the Project Cy	cle?		
Question 8:	List three too	ols that can assist wh	en managing a project?		
	t Workshop re		fter this Curriculum develo matters by ticking / check		
Question 9:	The stages in	n the 'training cycle'.			
No Understa	anding	Good Understanding	Strong Understanding	Excellent Understanding	
Question 10:	The process	of conducting a train	ing needs assessment.		
No Underst	anding	Good Understanding	Strong Understanding	Excellent Understanding	
Question 11:	The process learning pro		ing, selecting and sequenc	cing the content of a	
No Understa	anding	Good Understanding	Strong Understanding	Excellent Understanding	
Question 12:	Delivering a	training session to a q	group of learners.		
	-				
No Underst	anding	Good Understanding	Strong Understanding	Excellent Understanding	

Question 13: Knowledge of a range of teaching methodologies you could use in a training session.					
30331011					
No Understanding	Good Understanding	Strong Understanding	Excellent Understanding		
		V	<u></u>		
Question 14: Methods	s of monitoring, assessing	and evaluating training.			
No Understanding	Good Understanding	Strong Understanding	Excellent Understanding		
	design a curriculum for a jo and lay) of your court.	udicial orientation progran	n for judicial officers (law		
No Understanding	Good Understanding	Strong Understanding	Excellent Understanding		
Question 16: After the	e training, how confident d	o you feel to manage proje	ects within your court?		
Not Confident	Limited Confidence	Confident	Very Confident		
Question 17: Stages i	n the Project Cycle.				
No Understanding	Good Understanding	Strong Understanding	Excellent Understanding		
Question 18: Selected	d project management tool	S.			
No Understanding	Good Understanding	Strong Understanding	Excellent Understanding		
Please rate your satisfachecking ONE square	action regarding the quality per question only:	and value to you of the Wo	orkshop by ticking /		
Question 19: How have	ving completed the course	, how confident do you fee	el as a trainer?		
Less Confident	Same Confidence	More Confident	Much More Confident		
Question 20: Were the aims of the orientation RTT Curriculum Development & Project Management Workshop clear, and were they achieved?					
Not Achieved	Reasonably Achieved	Substantially Achieved	Fully Achieved		
Question 21: Was the information presented practical and useful to you as a trainer in your court?					
Not Useful	Limited Usefulness	Quite Useful	Extremely Useful		

Question 22: Were the materials provided by the trainers relevant to the training and useful?						
Not Relev	rant	Limited Relevance	!	Quite Relevant	Ex	tremely Relevant
Question 23:	Question 23: Did you find that the trainers and the presentation were effective and allowed for adequate participation, discussion, practical presentations, and interaction?					
			•			
Not Effect	tive i	Limited Effectivenes	SS	Quite Effective	Ех	tremely Effective
Question 24:	Overall, were	e you satisfied v	with the Capa	city Building T	oT Worksho	pp?
			·			
Not Satisi	fied	Reasonably Satisfie	ed	Quite Satisfied	Ех	tremely Satisfied
Question 25:	Briefly descr	ibe the <i>most</i> us	seful experie	nce(s) of the W	orkshop.	
-						
Question 26:	Briefly descr	ibe the <i>least</i> us	eful experier	nce(s) of the W	orkshop.	
Question 27:	Do you wish Workshop?	to offer any oth	ner comment	s or suggestion	ns for improv	ements for this

Thank you for your time and assistance with completing this form!





Pacific Judicial Development Programme

TRAINER'S TOOLKIT:

DESIGNING, DELIVERING AND EVALUATING TRAINING PROGRAMS

PJDP toolkits are available on: http://www.fedcourt.gov.au/pjdp/pjdp-toolkits

