

# Criteria to Consider When Selecting a Vendor

When selecting a vendor to deliver or develop training, there are several criteria you might consider:

- Do their models for instructional design, leadership, change, communication, and performance ***make intuitive sense?***
- How ***consistent*** are their instructional models ***with your goals, values and strategies?***
- What ***research supports*** their training models?
- How ***reliable and valid*** is their research?
- How comfortable would you feel ***if the participants customers, employees, or internal clients were sitting next to them*** during their skills programs? If not, why not?
- How much ***experience*** do the trainers have in the skills areas they are training?
- How do they reinforce their initial training?