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COURSE BROCHURE

Advanced Training Cost-Benefit Evaluation Techniques Course

25 April – 6 May 2027
Muscat

Advanced Training Cost-Benefit Evaluation Techniques Course

Ref: 1726_63303 **Date:** 25 April – 6 May 2027 **Location:** Muscat **Fees:** 9900 GBP

Training Cost-Benefit Evaluation Techniques is a 2-week advanced training course for learning and development managers, training evaluators and HR finance analysts who must value learning investments in monetary terms, and it ends with a training cost-benefit evaluation report. Boards and finance committees now question every learning budget line against measurable business returns. Jupiter Prime Training delivers this course on training cost-benefit evaluation for finance-minded evaluators.

Why Training Cost-Benefit Evaluation Matters Now

Three forces shape training cost-benefit evaluation today. Finance directors apply the same capital discipline to learning spend that they apply to equipment, asking for payback periods and benefit-cost ratios. Workforce reskilling budgets are growing while headcount stays flat, so every hour away from the job carries a visible opportunity cost. Executives also expect evidence that separates the effect of a learning intervention from market movements and process change. An organisation that values training credibly protects high-yield initiatives and retires weak ones; one that cannot is left defending budgets with attendance figures. The course rests on the four-level training evaluation model, the training ROI method and cost-benefit analysis CBA.

Who Gains Most from Training Cost-Benefit Evaluation

- Specialists who build the full cost base of learning initiatives, from design hours to participant salary time
- Evaluators who design follow-up measurement and isolate the effect of training on performance indicators
- Analysts who convert performance improvements into monetary benefits and defend the assumptions
- Learning leads who rank competing initiatives for budget allocation and portfolio decisions
- Business partners who present evaluation findings to finance committees and division heads

Mixed cohorts of learning staff and finance analysts from one organisation gain most, because they leave sharing a single costing and benefit-valuation method.

Training Cost-Benefit Evaluation Capabilities

Participants move from reaction surveys to monetary evidence, learning to cost, measure, attribute and present the economic case of a learning intervention.

- Build a fully loaded cost model for a learning initiative — budget holders and finance controllers
- Design a measurement plan across the four evaluation levels — sponsors approving the evaluation scope
- Apply isolation techniques such as control groups and trend-line analysis — executives questioning attribution
- Calculate benefit-cost ratio, ROI percentage and payback period — investment committees
- Test conclusions with sensitivity analysis and conservative adjustments — auditors and finance reviewers
- Communicate monetary and intangible results in an evaluation report — senior leaders and division heads

Key Training Cost-Benefit Evaluation Terms

- Fully loaded cost — the total cost of a learning initiative, including design, delivery, facilities, materials and participants' salary time.
- Benefit-cost ratio BCR — monetary benefits of a learning initiative divided by its fully loaded cost.
- Training ROI — net monetary benefits divided by fully loaded cost, expressed as a percentage.
- Isolation of effects — techniques that separate the impact of training from other factors influencing performance.
- Data conversion — the process of turning a performance improvement, such as fewer errors, into a monetary value.
- Intangible benefits — results linked to training that are reported but not converted to money, such as morale.

Training Cost-Benefit Evaluation Day by Day

Day 1: The Economics of Learning Investment

- Learning Spend as Capital Allocation — Treating Training Like Other Investments
- Stakeholder Evidence Expectations — What Boards Accept as Proof
- Evaluation Maturity Scan — Gaps in Current Measurement Practice
- Portfolio Segmentation of Initiatives — Which Initiatives Merit Full Evaluation
- Evaluation Ethics and Data Consent — Protecting Participant Information

Day 2: The Four-Level Training Evaluation Model

- Reaction and Planned Action Measures — Early Signals of Relevance
- Learning Assessment Design — Evidence of Skill Acquisition
- Application and Behaviour Follow-Up — Transfer to the Job
- Business Impact Indicators — Linking Skills to Output Measures
- Chain of Impact Logic — Connecting All Levels to Results

Day 3: Evaluation Planning and Objectives

- SMART Objectives at Each Level — Setting Measurable Targets Before Delivery
- Data Collection Plan Matrix — Methods, Sources, Timing and Owners
- ROI Analysis Plan — Isolation, Conversion and Cost Choices
- Baseline Measurement Techniques — Establishing Pre-Training Performance
- Evaluation Scope Agreement — Sponsor Sign-Off on Depth and Effort

Day 4: Collecting Follow-Up Evidence

- Follow-Up Questionnaire Design — Capturing Application and Barriers
- Performance Record Extraction — Using Operational Data Already Held
- Action Plan Tracking — Participant Commitments Turned Into Evidence
- Focus Groups and Interviews — Explaining Unexpected Results
- Response Rate Tactics — Raising Data Quality and Completeness

Day 5: Isolating the Effects of Training

- Control Group Arrangements — Comparing Trained and Untrained Units
- Trend Line Analysis — Projecting Performance Without the Intervention
- Forecasting Models — Accounting for Market and Seasonal Influences
- Participant and Manager Estimates — Confidence-Adjusted Attribution
- Expert Panel Judgement — When Statistical Isolation Is Impractical

Day 6: Converting Results to Monetary Values

- Standard Values for Output and Quality — Using Accepted Unit Values
- Historical Cost Records — Pricing Errors, Rework and Downtime
- Employee Time Savings — Valuing Hours at Loaded Salary Rates
- Turnover and Absence Costing — Monetising People Measures
- Intangible Benefit Criteria — Deciding What Stays Unconverted

Day 7: Costing Learning Initiatives

- Cost Categories and Prorating — Needs Assessment to Evaluation Costs
- Participant Salary Time and Overheads — Hidden Costs of Attendance
- Digital Learning Cost Models — Platform, Content and Licence Spend
- Activity-Based Costing for Learning Functions — Tracing Shared Resources
- Cost Data Validation With Finance — Reconciling to Ledger Records

Day 8: Calculating and Testing Returns

- Benefit-Cost Ratio and ROI Formulae — Investment Approval Thresholds
- Payback Period and Net Present Value — Multi-Year Learning Initiatives
- Sensitivity and Scenario Analysis — Robustness of Conclusions
- Conservative Adjustment Principles — Credibility With Finance Reviewers
- Forecast ROI Before Launch — Approving or Redesigning Proposals

Day 9: Reporting and Decision Use

- Audience-Specific Report Structures — Executives, Sponsors and Participants
- Results Visualisation and Dashboards — Communicating Returns Clearly
- Handling Negative ROI Findings — Redesign, Scale Down or Stop
- Evaluation Results in Budget Cycles — Feeding Allocation Decisions
- Building an Evaluation Culture — Sustaining Measurement Across Functions

Day 10: Practising the Training Cost-Benefit Evaluation Report

- Case Data Set Review — Applying the Data Collection Plan Matrix
- Isolation Method Selection for the Case — Defending Attribution Choices
- Monetary Conversion and Cost Build for the Case — Completing the Numbers
- Peer Challenge of ROI Calculations — Testing Assumptions Under Scrutiny
- Training Cost-Benefit Evaluation Report — Final Recommendation to Sponsors

Applying Training Cost-Benefit Evaluation After the Course

- Rebuild the fully loaded cost of one current learning initiative with the finance team and compare it with the budgeted figure.
- Select one high-spend initiative, agree an ROI analysis plan with its sponsor and set baselines before the next cohort starts.

Training Cost-Benefit Evaluation Questions FAQ

What is training cost-benefit evaluation and why does it matter now?

Training cost-benefit evaluation compares the full cost of a learning initiative with the monetary value of its results. It matters now because finance committees expect learning budgets to show returns in the same terms as other investments, such as an IT upgrade in a bank or a maintenance plan in a refinery.

Which roles gain most from training cost-benefit evaluation?

Learning and development managers, training evaluators and HR finance analysts gain most from training cost-benefit evaluation. You will apply it whenever you cost an initiative, measure follow-up performance, attribute results to training or present returns to a sponsor or finance committee.

How does training cost-benefit evaluation differ from a course on training needs analysis?

Training cost-benefit evaluation works after the needs are agreed, valuing what an initiative cost and returned. A needs analysis course decides what to train; this advanced course costs, isolates, converts and calculates the returns, so you can defend or redirect learning spend with monetary evidence.

What do you bring back from training cost-benefit evaluation?

You bring back a completed evaluation report built on a case, with a cost model, isolation method, monetary conversions and ROI calculation. You also bring templates for data collection plans and ROI analysis plans that you can reuse on the next initiative your organisation funds.

Training Cost-Benefit Evaluation: The Way Forward

The training cost-benefit evaluation report becomes the evidence base for the next budget round. Its first use is deciding whether a high-spend initiative should be expanded, redesigned or stopped. Learning leads, finance business partners and sponsors use it together. After its first use, revisit the isolation method and conversion values, since better baselines and finance-agreed unit values strengthen every later evaluation.