

FaxForum



FaxForum Facts

We want to know what you, our readers, think about the major issues in your field and the ways in which we at *Training & Development* can better address them.

FaxForum is our way of getting to know more about what really matters to you and sharing that with *T&D* readers around the world.

FaxForum isn't meant to be scientific. It's a sampling of opinion—a finger in the wind. Each month, we publish the responses to previous FaxForums, plus some informal analysis and commentary, on the back of this page. But right now, you can influence the content of upcoming FaxForums.

Please take a moment to jot down any questions you'd like to see answered in FaxForum. _____

Thank you.

How To Respond

Fax the completed page to Ryann Ellis at 703/683-9203.

Or mail to FaxForum, *Training & Development*, ASTD, 1640 King Street, Box 1443, Alexandria, VA 22313-2043.

Has the Outsourcing Wave Hit You?

After downsizing and reengineering strip training departments down to their core employees, many companies turn to outside sources to fill in the gaps. April 1995's "FaxForum" reported that outsourcing has increased in about a third of the respondents' companies. Has the outsourcing wave hit you yet?

1. Do you outsource more training now than you did a year ago?

Yes No

If yes, how much has your use of outside sources increased in the past 12 months?

25%
 50%
 75%
 100%

2. What kind of outside help do you purchase? (Check all that apply.)

consulting
 training-unit management
 training delivery
 training-program design
 off-the-shelf training programs
 customization of existing programs
 other (specify) _____

3. Which of these reasons prompted you to outsource training? (Check all that apply.)

pressure to cut costs
 lack of in-house expertise
 staff too small
 number of trainees too large
 changes in the training unit's mission or role
 other (specify) _____

4. What are the advantages of outsourcing? _____

5. What are the disadvantages of outsourcing? _____

6. If you use outside sources, have you been happy with the results?

Yes No

Why or why not? _____

7. Do you have an employee in charge of outsourcing training?

Yes No

What is that person's title? _____

Optional:

Name _____

Organization _____

Title _____

Address _____

Telephone # _____

Fax # _____