



The Winning Trainer, Third Edition: Winning ways to involve people in learning

Julius E. Eittington

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This book has more ideas on how to add involvement in learning than any one trainer could ever use. Your students and workshop participants will increase their understanding and retention when you design training activities using 'The Winning Trainer'.

This updated and expanded third edition is richer than ever before. It provides

- * more than 100 ready-made handouts, learning instruments, and worksheets... all you do is photocopy
- * numerous examples, model dialogues, and sample answers
- * hundreds of exercises, games, puzzles, role plays, icebreakers, and other group-in-action techniques
- * samples of each technique and ways to effectively use them
- * advice on subjects such as unwilling participants, use of the outdoors, breaks, program endings, and storytelling.

In this edition, you'll find valuable insight on:

- * managing diversity in the classroom
- * cross-gender leadership training
- * managing gender differences in communication styles
- * cross-cultural training

This is the one-stop source book every trainer needs.

Jack E. Eittington is president of Innovative Training Concepts, Rockville, Maryland. He has served as the director of training for BNA Communications and the National Park Service, and has taught management courses for George Washington University, Indiana University, and the U.S. Department of Agriculture. An author with more than 100 publication credits, he has earned degrees from the University of Chicago (political science) and George Washington University (psychology).

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Cora Gallien:

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Shirley Kistner:

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