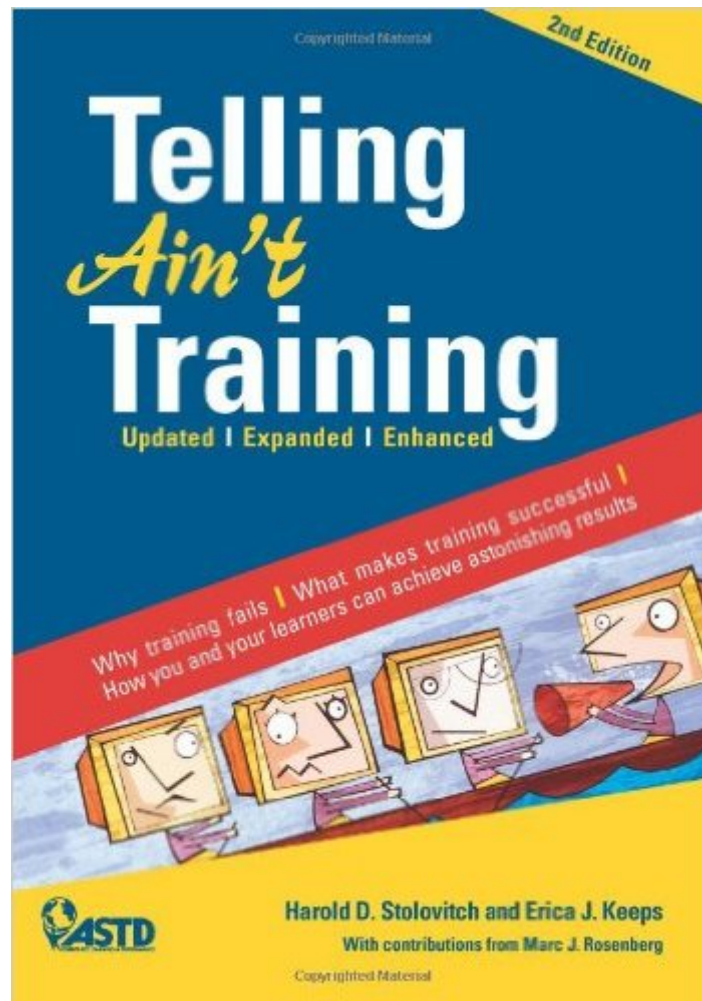


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# Telling Ain't Training: Updated, Expanded, Enhanced



## Synopsis

A must have for trainers... Telling Ain&#39;t Training is an essential book for all learning and development professionals. When the first edition of Telling Ain&#39;t Training was published in 2002, its practical, learner-focused approach quickly became a favorite with learning and development professionals, as well as school teachers, parents, professors, and anyone else who trains, educates, or instructs. Chock-full of myth-busting research and ready-to-use tools, always delivered in a lighthearted and entertaining style, Telling Ain&#39;t Training set new standards for the training industry. That&#39;s a tough act to follow, but the long-awaited new edition of Telling Ain&#39;t Training does not disappoint. While it has been updated, expanded and enhanced to reflect almost a decade of progress, fans of the original Telling Ain&#39;t Training will be relieved to find that its lively, user-friendly tone has been carefully preserved. In fact, this is a book that faithfully practices what it preaches, engaging the reader from page one and immediately involving them in the first of many try-it-yourself exercises that teach trainers how to avoid telling in favor of more interactive training. This substantially heftier edition covers everything you must know to be a better trainer, plus:

- Extensive new chapters covering technology and e-learning
- More methods for creating terrific learner-centered training sessions
- Expanded evidence and research to support its approach to adult learning
- Ways to retrofit your existing training programs and materials
- Even more in-depth explanations of how the basic principles of adult learning apply
- An extensive index to make the book more referenceable
- Additional tools, charts, exercises, illustrations, quizzes, and activities to involve learners.

## Book Information

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## Customer Reviews

This excellent book by Harold D. Stolovitch and Erica J. Keeps - researchers and consultants in workplace learning and performance - emphasizes making training fun and interactive. While their basic learning principles will be familiar to those in the field, they enliven their book with examples, exercises and research. The authors distinguish among training, instruction and education. They note the differences among various types of knowledge. Then, they explain the major factors that motivate people to learn and show how to apply these principles in hands-on teaching situations. Charts, illustrations, quizzes, and short chapter summaries enrich the book. We believe that even professionals already familiar with the field will enjoy this refreshing and lively look at how to help people learn. And if you are hiring trainers, this is what they should know.

Finally a book about training that uses training principles to deliver its message! Stolovitch and Keeps little masterpiece "Telling Ain't Training", incorporates a variety of adult learning principles throughout the book like: \* telling the learner the benefit of the training, \* taking into account the different experiences of the learners, \* making sure the learner is actively involved and participating in the learning, and \* leading the learner to action. The reader/learner is led systematically to an realization of why transmitting (telling) information doesn't work as well as transforming (including practice and feedback) the learner. The reader/learner's active involvement is ensured through constant examples, analogies and activities that are fun and always to the point. As someone who both develops and delivers training programs, I found this book to be highly informative (it discusses the current research in learning and development), extremely well focussed and ultimately very useful. I have already incorporated at least 5 of the book's wonderful little nuggets into my training and development activities. I highly recommend this book

As far as I can tell, this is a book of great content. Certainly all the other reviewers think so. The print and Kindle formats are both fairly expensive. The challenge: the Kindle formatting is a mess. It's readable, but just barely. No page break between chapters, lots of multi-column tables that are inserted as one column, so you can't tell which items are in column A and which are in B. I recommend that you buy the book in print; the Kindle version isn't worth it.

I have read a lot of books recently to increase my work knowledge, and I have to say that this book

was the easiest and most fun to read. The writers have done an excellent job getting the reader involved, which increases the amount of information one is able to remember. This book is a real pioneer in how to write educative books. Oh, yea, and the content was outstanding!

It is rare to find a book written by an expert that isn't made for its fellow specialists. And most of the time, less specialized books miss the point by leaving behind huge chunks of knowledge. We are here in front of two great authors and they know how to use synthesis. They have been able to put together the essence of their skills in words that makes it readable for every interested mind. The result is a complete book, with no missing part. It will become a reference to those who want to have the full picture. The newcomer and the addict will use it often. M. Stolovitch and Mme Keeps use a "discussion" mode to cover themes like: adult learning, course creating techniques, training approaches and evaluation. They keep the interest of the reader with exercises, questions and tests. To read the book is to have a talk with them. But the part that is to me most satisfying is the one on training myth. At last a very good text on what works and why!! You should buy the book just for that chapter. I keep reading "Telling ain't training" just to feel that what I do is fine and that I am not alone fighting for a just cause.

Telling Ain't Training is a 'must read' for performance consultants, trainers, teachers and university lecturers for the following reasons: 1. The knowledge contained within it is derived from good research. 2. The five step model for creating training sessions is simple, effective, and has been validated many times over. 3. The writing is clear and concise, with many examples provided to bring the content to life. 4. The book is structured in a way which follows the adult learning principles Stolovitch and Keeps advocate. 5. It's fun to read. If you facilitate the learning of others, you will definitely learn something new and valuable that you will be able to incorporate into your work, benefiting you and most importantly your learners. Check this important book out.

Great book!! Anybody in the training field should get a copy. Herald Stolovitch and Erica Keeps keep the reader involved throughout the entire book with constant examples and activities that are very interesting and fun. I am in the US military and training is constant in my job. Techniques are drawn out and easy to understand, making it easy for anybody to comprehend and transfer to their own training. The use of the five step training model really sets up how a training session should be held. I will use this book over and over again in the development of my professional training career.

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