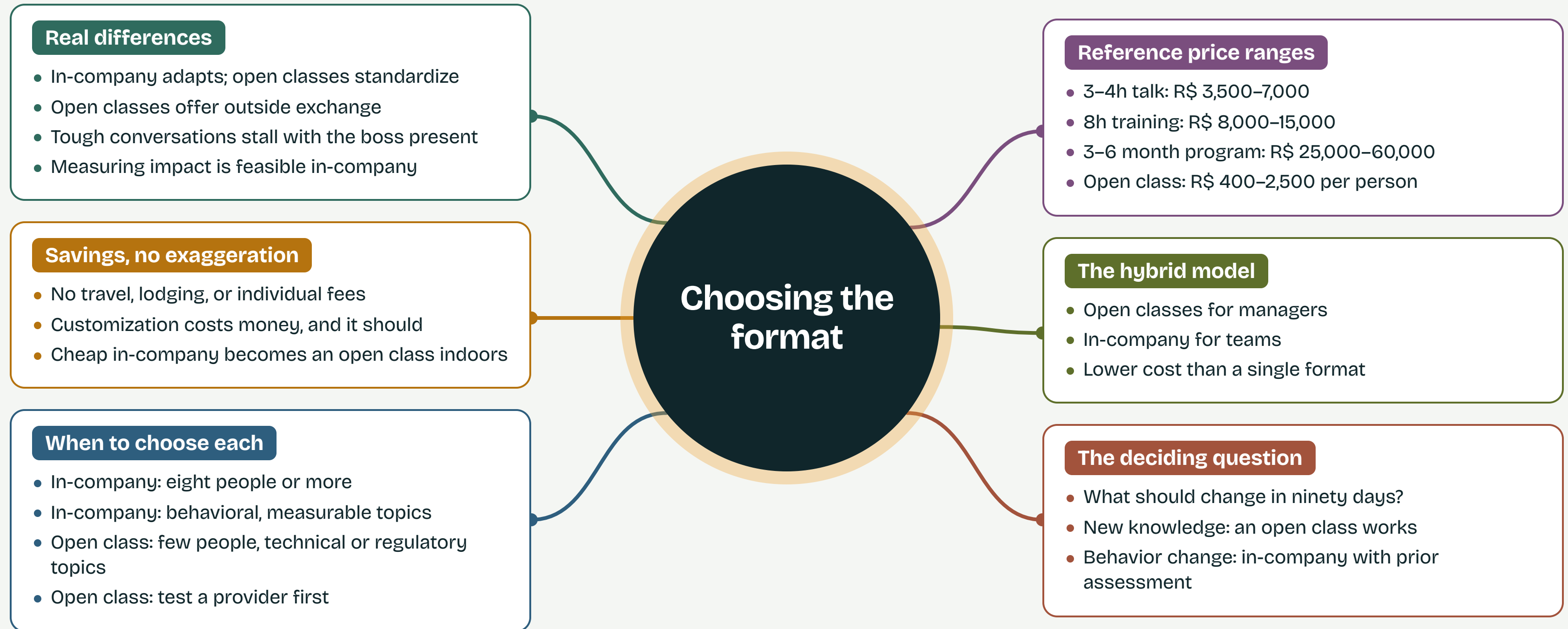


In-company or open enrollment: when each format pays off



Action plan

1

Define what should be different in ninety days

2

Count participants and classify the topic

3

Compare proposals against market reference ranges

4

Test a provider by sending someone to an open class

5

Combine open classes for managers with in-company for teams

Key takeaway

Pick the format by what must change in ninety days, not by price per participant.