METHODOLOGY

The trainers and practicing managers (external or in-house) may or may not focus on the importance of non verbal communication used in effective training in which case, it may not help individual and organizational development. This study will help in focusing on the need and importance of the use of nonverbal communication in effective training delivery thereby giving value added and impactful training programs.

- The secondary data and information will be collected from various sources like business newspapers, various books, journals, magazines, research reports, periodicals, publications, etc.,
- Mumbai has been selected for the purpose of primary data collection as it is the commercial capital of India and a hub of large number of corporate houses. Primary data will be collected through personal interactions, observation method and mails with inputs from the senior managers, trainers and trainees. The total sample size will be n=360 from 40 Organizations.
- Questionnaire will have multiple choice questions to obtain correct information.
- Tests used will be Chi-square test and Statistical Package from Social Sciences (SPSS) and if required other appropriate statistical tools will also be used like Analysis of Variance (ANOVA) and Z-test.
- A Non-verbal communication model to enhance training effectiveness will be designed and findings will be put in a report along with recommendations.
WORK PLAN

1. Collect different reviews

2. Survey in area

3. Collect the data

4. Interpretation of data

5. Results and findings

6. Discussion and conclusion

7. Development of a Model

8. Recommendations