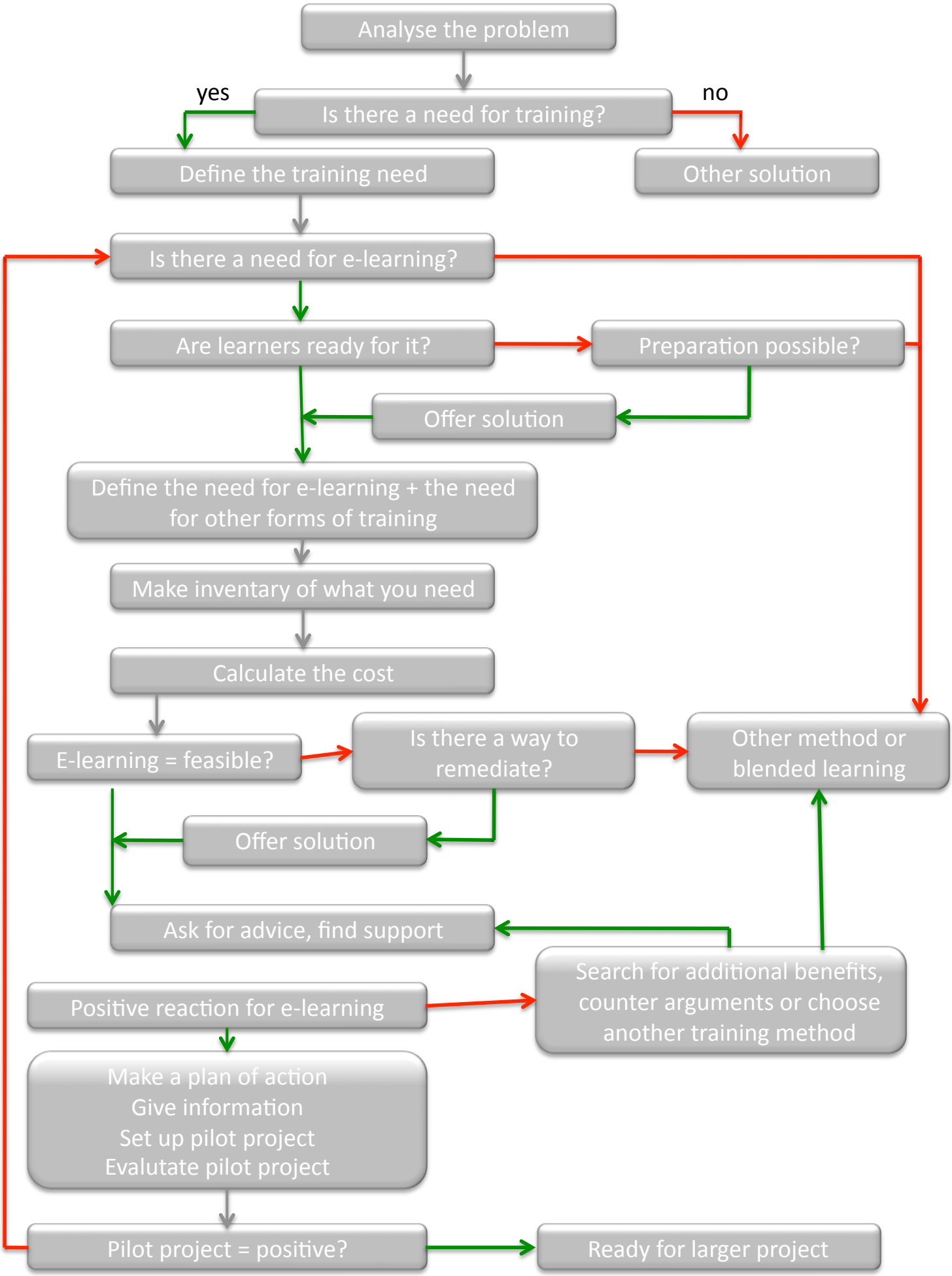
Analyse the problem
Is there a need for training?
yes
no
Define the training need
Other solution
Is there a need for e-learning?
Are learners ready for it?
Preparation possible?
Offer solution
Define the need for e-learning + the need for other forms of training
Make inventary of what you need
Calculate the cost
E-learning = feasible?
Is there a way to remediate?
Other method or blended learning
Offer solution
Ask for advice, find support
Search for additional benefits, counter arguments or choose another training method
Positive reaction for e-learning
Make a plan of action
Give information
Set up pilot project
Evalutate pilot project
Pilot project = positive?
Ready for larger project