



Article published on June 6th 2012 | [Business](#)

A Swiss Philosopher / Poet, Henri “ Frederic Amiel (1821-81) quotes “ It is by teaching that we teach ourselves, by relating that we observe, by affirming that we examine, by showing that we look, by writing that we think, by pumping that we draw water into the well.”

This quote pretty much defines a teacher.

The difference between teachers and trainers are: Teachers educate people while trainers help them learn skills for doing certain things, which earn them their livelihood? This is one of the factors that add value to a trainer’s job.

Here are some of the traits that a trainer must have:

- Must constantly analyze the process and figure more effective methods of managing the current business.

- Not only suggesting, but also implementing ideas of improvement.

- Having a creative mind and developing new ideas that benefit the organization and the process.

- Being dependable and also showing considerable maturity in interaction with peers.

- Working towards increasing the performance of his/her team members.

These traits come with time which requires a lot of effort. A trainer not only trains other people but also learns to exhibit the above mentioned traits on a daily basis. This is probably one of the main factors that make my job as a trainer so interesting. Training is indeed a learning process that involves gaining of knowledge, sharpening of skills, concepts and changing of attitudes and behaviors to enhance the performance of the employees which in turn enhances the performance of the organization.

Working in an organization that deals with Insurance where Customer Satisfaction is dealt with utmost sincerity, I’ve understood the importance of 100% Product quality and timely delivery of the same.

Making sure that the trainees reach up to a level of producing 100% quality is one of the challenges faced by me, as a trainer.

As a trainer, it is my challenge to work with people with different thought process and understanding capabilities to bring them up the learning curve.

Growing Consumerism and increased standard of living has led to a growth in the Insurance sector. Insurance sector is so vast and advanced; there are new trends and changes that are constantly being introduced. As a trainer, my responsibilities lie in understanding these changes and keeping the team updated about the same which would in turn increase their knowledge on the product.

Product knowledge tests are conducted every month based on the updates and new learning’s which helps the team to analyze their areas of opportunity. This also gives me an opportunity to inculcate different methods that would help them learn the product in a much better and an efficient

way and also improve their performance which in turn would help in producing 100% product quality.

We believe that “An error is an error; there is no minor or a major error.” • 100% Product quality is our mantra.

One of the most important challenges lies in making the new trainees realize and understand the difference between studying in a college

(As most of the new trainees are just out of college) and working in an organization. To make them realize the importance of being a thorough professional by helping them think and act like one. This is achieved by working with the team and helping them set and achieve their career goals.

This has not only taught me to be an effective trainer but also a good learner as there is something new to learn every day. Be it the updates in regards to the product or how to effectively implement the changes in the process or simply how to manage my team efficiently. Learning has always been a continuous process.

Article Source:

<http://www.articleside.com/business-articles/importance-of-being-the-trainer.htm> - [Article Side](#)

[Vantage Agora](#) - About Author:

Harsha Chaturvedi (COO and Founder, Vantage Agora)

As a founder of Vantage Agora, Harsha has been instrumental in the growth of the company since its inception. Harsha has over 20+ years of experience in consulting, running and helping companies and their supply chains worldwide. His work with many companies, has made him a turnaround expert. Harsha has four worldwide patents in the area of supply chain management.

He holds an MBA from Southern Methodist University (SMD), Dallas, a masters in Computer Science from Louisiana State University (LSU) Baton Rouge, and a bachelors in Engineering from Bangalore University.

<http://www.vantageagora.com/contactus>

Article Keywords:

Vantage Agora

You can find more [free articles](#) on [Article Side](#). Sign up today and share your knowledge to the community! It is completely FREE!