**Sample of Questionnaire Results**

1. Most popular courses: Microsoft Access, GroupWise user, Windows Vista

2. Ratings by former students on a scale of 1 (low) to 5 (high):

* Up-to-date technical content: 4.5
* Instructional methods: 4.0
* Overall value to student: 4.2

**Training Projections:**

**Current activity level:**  
Average of 5 classes per month, 6 students each @ $325 per student.

**Forecast for the new training center:**

|  |  |
| --- | --- |
| **First Year:** | Average of 8 classes per month, 6 students each @ $350 per student. |
| **Second Year:** | Average of 10 classes per month, 8 students each @ $400 per student. |
| **Third Year:** | Average of 12 classes per month, 10 students each @ $425 per student. |