Contents

The Practitioner's Role in Needs Assessment

- 2 Needs Assessment Basics: Understanding the Process
- 3 Needs Theory
- 4 Understanding the System
- 5 Contextual Analysis
- Needs Assessment Models and Processes 6
- Project Management as It Relates to Needs Assessment

57

8 Data Collection Tools and Techniques

- Making Sense of Your Data 9
- 10 Decision-Making during Needs Assessment
- 11 **Prioritizing Needs**

103

126

148

viii Contents

12 Aligning Instructional and Non-instructional Solutions

- 13 Enacting Change
- 14 Embracing Design Thinking to Manage Project Constraints

Index

160 173

193

200

The Practitioner's Role in Needs Assessment

- Needs Assessment Basics: Understanding the Process
 - 3 Needs Theory
 - 4 Understanding the System
 - 5 Contextual Analysis
- 6 Needs Assessment Models and Processe

7 Project Management as It Relates to Needs
Assessment
8 Data Collection Tools and Techniques
9 Making Sense of Your Data
126
10 Decision-Making during Needs Assessment
138
148