

PROBLEM OF TRAINING SKILLED WORKERS

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In the present economic situation in Ukraine, people try to save their money. Due to increased tariffs for heating and electricity, the government encourages people to winterize their houses. For this you need a lot of building materials and people should decide where they will buy them. Of course, you can go to the market, because prices there in more cases are lower, than on building supermarket, but main disadvantages are that there you can be cheated and buy low-quality materials and spend a large amount of time, wandering through endless rows to find what you want.

If you want to save your time, money and buy high-quality products with warranty, you will go to the building supermarket. You can find there all that you need to winterize your house: from energy-saving light bulbs to materials for wall insulation. Supermarket space is divided into sections where you can find certain materials.

When I came to building supermarket, and often faced with situation, that there are a lot of consultants in one section and none in other or one if you finally find them and ask for help and give an advice, what material is better to buy they can't say anything.

To avoid such situations, management department should:

1. Conduct special training to improve knowledge of consultants about building materials to convince the buyer to choose a particular product;
2. Conduct special training to teach them how to communicate properly with consumers;
3. Introduce a system of bonuses and allowances to the employee to stimulate them to sell more products.

Training is teaching, or developing oneself or others, any skills and knowledge that relate to specific useful competencies. Training has specific goals of improving one's capability, capacity, productivity and performance.

Motivation is an internal process that makes a person move toward a goal. Motivation, like intelligence, can not be directly observed. Instead, motivation can only be inferred by noting a person's behavior.

Intrinsic motivation is the motivation to act for the sake of the activity alone. For example, people have intrinsic motivation to write poetry if they do it simply because they enjoy it.

Extrinsic motivation, on the other hand, is the motivation to act for external rewards. For example, people have extrinsic motivation to write if they do so in the hopes of getting published, being famous, or making money.