







# COMMON OBJECTIONS

Your employer will have questions. Let's help you answer them.

## OBJECTION

## RESPONSE

"It costs too much."

It might cost more to neglect workforce training. Companies that prioritize employee development make median revenue of \$169,100 per employee while companies that don't make less than half of that: \$82,800 [\(Source\)](#)

"It will take you too much time and distract you from your work."

This program is designed for professionals, with an estimated time commitment of 4-6 hours per week for each 4 week course. Learning a new skill online does take time, but the format is flexible, offering learners the ability to watch lectures and read case studies on their own schedule. Plus, the time a company invests in training will save them time in the long run. A study by the National Center on the Educational Quality of the Workforce (EQW) supports this, finding that a 10% increase in educational development produced an 8.6% gain in productivity. [\(Source\)](#)

"How is this different from those other online courses?"

MIT xPRO courses are created and taught by MIT faculty, and are optimized for learners who are full-time professionals. The program curriculum was created by faculty from the MIT Department of Electrical Engineering, and its instructors include 2018 Micius Quantum Prize winner Peter Shor and Isaac Chuang, who [wrote a book](#) on quantum that is considered a standard text on the subject. Introduction to Quantum Computing is the first course in the program, and includes hands-on practice with a simple quantum algorithm using the IBM Q experience.

# EMAIL TEMPLATE

Copy and paste the following text into an email to your manager or HR professional.

Hi [MANAGER'S NAME]

I would like to submit a request for professional development through MIT xPRO's online program: *Quantum Computing Fundamentals*. These courses offer training that I believe is directly relevant and beneficial to what we're trying to accomplish within [COMPANY NAME].

This two-course bundle will help me establish a foundation of knowledge for understanding quantum computing. I will be introduced to the history of QC and its implications versus classical computation and get an understanding of how the quantum computer could have profound applications and change the very way we think about information.

The program cost is \$2,419 and the duration is from [DATES]. This program is designed for full-time working professionals so the schedule will work with my current position.

For more information, visit:

<https://learn-xpro.mit.edu/quantum-computing>

Thank you for considering my training request,

[YOUR NAME]