



Learner Ready™

A SUITE OF FLEXIBLE
LEARNING SOLUTIONS

Powered by

Miller Heiman®, Huthwaite®, AchieveGlobal®,
Impact Learning Systems® and Channel Enablers®

BE READY TO
DESIGN YOUR
LEARNING
EXPERIENCE.



Say Goodbye to One-Size-Fits all Learning Solutions

According to Bersin, 73% of managers want their digital experiences to be more adaptive and customized, 60% want the experience to be more social and collaborative, and 55% want more experiential learning.

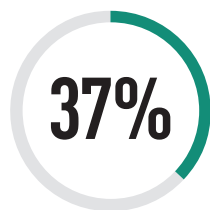
The world of learning is evolving—for employees and for organizations. It's no longer about scheduling blocks of time for development that takes employees off the job for hours at a time. It's not about choosing instructor led courses over digital platforms or flying folks to a regional conference.

Learning is about flexibility, in fact, flexibility is paramount to ensuring learners and organizations can tailor to individual learning styles, make learning relevant to on-the-job situations, save time and money, give quick access to high-quality, up-to-date content and provide interaction among colleagues and experts. Learning is no longer an expensive, one-size-fits-all approach, it's a comprehensive, agile approach that takes each individual learner into account and tailors itself to what your organization needs.



There is no longer a Traditional Learning Approach

Learning preferences are changing and the perception among employees is that organizations are failing to keep up with the evolution.



believe the content companies provides for learning efforts is not aligned with the company's strategy



prefer learning they can advance at their own pace



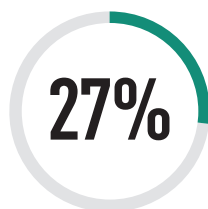
prefer an adaptive learning style to a structured approach



prefer to learn on personal networks



prefer doing to learning



prefer gamification as a learning style

The Evolution of Learning

World-class organizations have a high advantage over lagging organizations when it comes to sales effectiveness.



Enable learners to easily gauge progress against peers.



Allow for multiple devices and learning approaches that fit your learners' lifestyles and support business objectives.



Allow for multiple platforms and learning approaches that fit your learners' lifestyles.



A Sample of Industries We Serve:

- Financial Services
- Professional Services
- High-Tech
- Telecommunications
- Manufacturing
- Distribution
- Medical Devices
- Banking
- Insurance
- Retail
- Healthcare
- Energy and Utilities

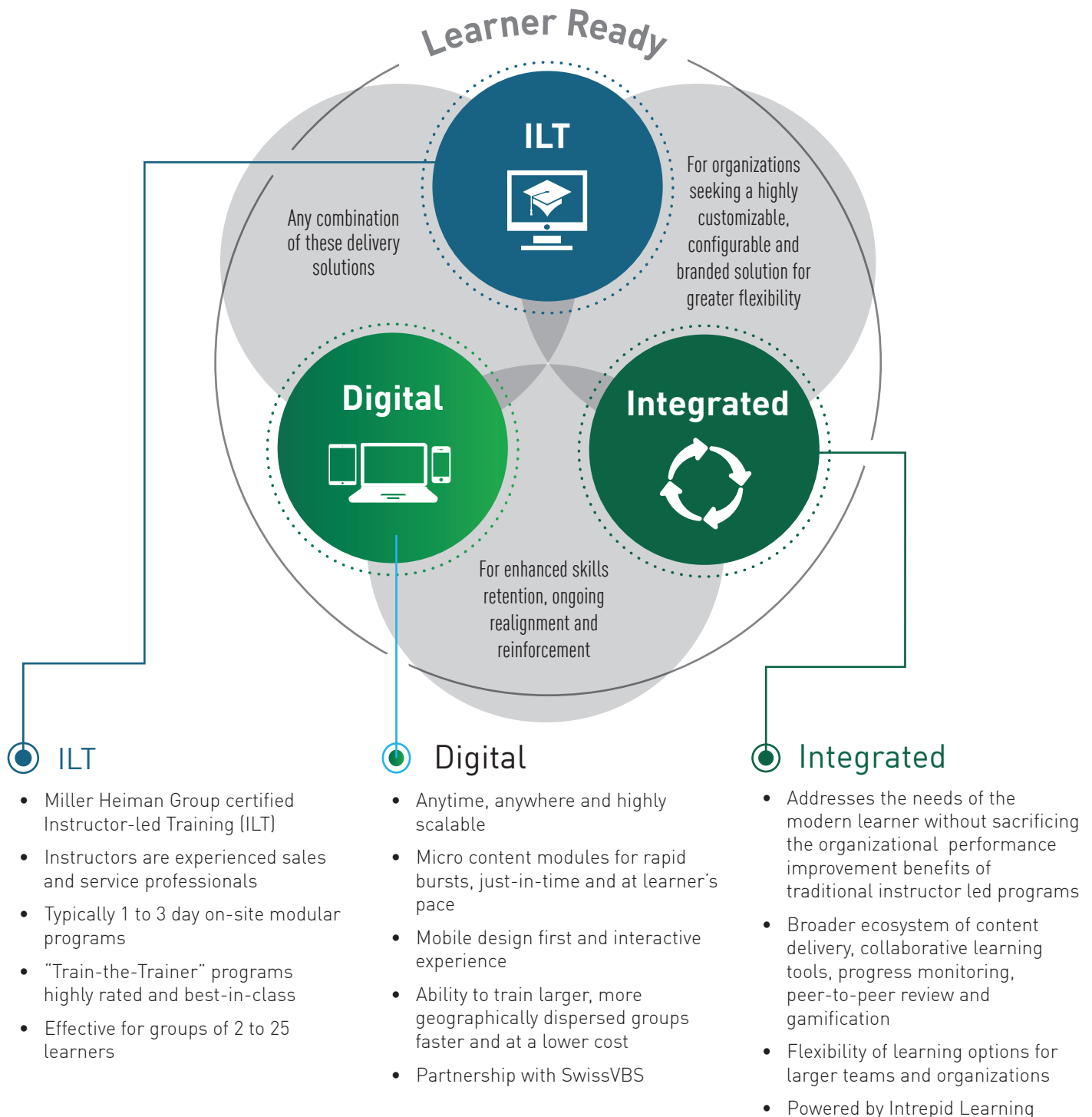
BE READY TO LEVERAGE MULTIPLE SOLUTIONS TO DESIGN YOUR LEARNING EXPERIENCE.

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LEARNING DELIVERY OPTIMIZED FOR ANY SITUATION.

You no longer need to choose between face-to-face, instructor led learning and less expensive, digital learning that minimizes personal interactions. We are introducing a new integrated approach to learning with *Learner Ready* solutions that are comprehensive and flexible and eliminate the cost and logistical challenges of traditional learning methods. So your employees can learn anytime, anywhere and in the way they learn best.

Learner Ready is a blend of all traditional approaches to learning, ILT, digital, blended and e-learning. Employees can work on real scenarios in a collaborative environment to accelerate progress. It's a flexible approach that allows you to take advantage of your current systems, while introducing new learning strategies.



BE READY SOLUTIONS

The Be Ready family of solutions provides insight and expertise across all functions of your business to ensure each employee is ready to perform in every situation. Whether your need is in sales, service, learning, talent, strategy or insight, it all works together as an end-to-end approach across your business. Start small or take a larger journey with us—the choice is up to you based on the challenges your business is facing.

Learner Ready offers you a way to empower your employees with knowledge and expertise they can use in real-world situations by integrating learning with current workload, adapting it to the individual style, and allowing real-time collaboration.

Sales Ready

Developing sellers with the most comprehensive skills and methodology programs on the market

Talent Ready

Identifying and keeping talent that drives performance

Strategy Ready

Utilizing consulting expertise to drive measurable performance

Service Ready

Creating customer experiences that build loyalty

Learner Ready

Leveraging multiple solutions to design your learning experience

Insight Ready

Turning data into measurable change

Sales Ready™

Professional Selling Skills®
SPIN® Selling Conversations
Conceptual Selling®
Strategic Selling®
Large Account Management ProcessSM (LAMP®)
CRM Ready
Sales Leadership

Talent Ready™

Sales Skills Assessments
Predictive Assessments

Strategy Ready™

Sales Effectiveness
Organization Design and Coverage
Talent Management
Compensation and Incentives
SalesSystem™ CQ
Sales Enablement

Service Ready™

Building Customer Loyalty
Mastering Conversation Essentials
Navigating Challenging Situations
Exploring Digital Communications
Service Ready for Technical Support
Coaching to be Service Ready

Learner Ready™

Instructor Led Learning
Digital Learning
Integrated Learning

Insight Ready™

Comprehensive Benchmarks
Digital Memberships
Advisory Services

Be
READY
SOLUTIONS™



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