



Deliver ongoing training to a widespread sales force easily.

YES, WE SAID EASILY.

How? By using the continuous learning environment facilitated by Blackboard Learn.™ Our learning delivery platform allows corporations to:

- **Keep sales reps up-to-speed with a 24x7 learning environment that is easy to use, simple to deploy, and accessible anywhere there is an Internet connection.**
- **Create a rigorous blended learning program that includes detailed foundational pre-work, allowing any on-site training to focus on fine-tuning messaging or overcoming objections.**
- **Enable an online destination where reps can return for needed information and best practices when they are in the field.**

Effectively and effortlessly reach *all* reps at *their* convenience

How can you launch effective and consistent sales training, while guaranteeing comprehension and retention, all on a timely basis? The answer is Blackboard Learn. Our platform allows you to deliver just-in-time learning programs to reps at a time and place that is convenient for them. And, the assessment tools built into the platform will assure you that they comprehend the information.

Revolutionize On-Site Training

Tired of the 'firehose' approach common at on-site sales training sessions? Everyone knows this is overwhelming to reps and ineffective at driving knowledge retention. With Blackboard Learn, the time that sales representatives spend in on-site training will be more efficient than ever. Online pre-work can allow reps to learn the fundamentals so that in-person time can focus on refining messaging and presentation skills.

Training Made Mobile

No matter their location, sales representatives need to stay connected with the most up-to-date information. Blackboard Mobile™ Learn is an application that brings Blackboard Learn's engaging and collaborative learning environment directly to the mobile devices they use every day while in the field. We offer native applications for a variety of devices including Android™, BlackBerry®, HP webOS, and iOS®.

Make a Measureable Impact on your Business

With Blackboard Learn, salespeople are equipped with the information they need quickly and easily, so they can concentrate on bringing in more business. The results? Start with better prepared reps, empowered to sell with confidence. Add to the equation reduced travel costs. Ultimately, the timely, relevant, and convenient training offered with Blackboard Learn means more engaged reps, cost savings, and increased sales.

Clients use Blackboard Learn for:

- New-hire sales training
- New product launches
- Professional development
- Coaching & mentoring
- Just-in-time training

Key Platform Features:

- Easy content creation
- Assessments and surveys
- Team-building and collaboration
- Mobile learning
- Salesforce.com integration
- Gated learning
- Quick deployment
- Intuitive interface