

Portfolio

LEARN*Vi*SION
empower people - top results



Consulting & Training

Portfolio LearnVision - Overview

research based content – F2F or virtual – proven – sustainable



Consulting

Need Assessment
ACTIV-High-Impact-Concepts
F2F, Virtual, E-Learning
KPIs, Impact
Benchmark

Customisation
Evaluation Excellence
Business Workshops
Sustainability
global

Sales

28 Module



Details

Leadership & Talents

23 Module



Details

Service

19 Module



Details



Virtual Classroom Training - VCT

Cost effective Learning
Sustainable Learning Transfer
Digital Strategies
Result based Learning path

61 virtual Trainings
Effective Learning Times
Virtual Didactic
Best-Practice VCT-Learn-Concept



Sales

28 Seminars in 5 segments – 23 virtual

Value / Digital Selling	Successful Negotiations	Account Management	Professionally Selling	Management and Coaching
<ul style="list-style-type: none"> ➤ Value based Selling (VBS) ★ ➤ Solution Selling ➤ Economical Selling ➤ Business Impact Selling NEW ★ ➤ Introduce new Products in the Market ➤ Win new Customers ➤ Digital Selling (NEW) ★ 	<ul style="list-style-type: none"> ➤ Planning Negotiations Effectively ➤ Manage Negotiations Professionally ➤ Dealing with Tactics ★ ➤ Increase Prices 	<ul style="list-style-type: none"> ➤ Account Target Management ➤ Cross Selling, Up-Selling ➤ Key Account Management ➤ Maximize your Opportunities (NEW) ★ ➤ Business Partner ➤ Deepen Customer Relations I ➤ Deepen Customer Relations II 	<ul style="list-style-type: none"> ➤ Personality in Sale ➤ Relationships in Sales ➤ Rhetoric on Sale ➤ Presentation Techniques I ➤ Presentation Techniques II ➤ Area and Sales Management ➤ Trade Fair training ➤ Time and Priority Mgt. ➤ Use Stress in Sales Positively ➤ Complaints management ➤ Pipeline 	<ul style="list-style-type: none"> ➤ Acknowledge and Feedback ➤ Situational Leadership ➤ Coaching 1 ➤ Coaching 2 ➤ Learning-Transfer-Tools for Managers ★

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Leadership and Talentmanagement

23 Seminars in 5 segments – 16 virtual

Organizational development	Leadership and Coaching	Presentation and Team	Relationship Management	Creativity Techniques
<ul style="list-style-type: none"> ➤ Creating Navigators ★ ➤ Responsibility in Leadership ➤ Priority Management I – Manager View ➤ Priority Management II – Employee View 	<ul style="list-style-type: none"> ➤ Acknowledgement and Feedback ➤ Situational Leadership ➤ Strategic Leadership ➤ Lead in Digital Times ➤ Coaching 1 ★ ➤ Coaching 2 ★ ➤ Learning-Transfer-Tools for Managers 	<ul style="list-style-type: none"> ➤ Presentation Techniques I ➤ Presentation Techniques II ➤ Successful Meetings ➤ Effective Team Work I ➤ Effective Team Work II 	<ul style="list-style-type: none"> ➤ Stress Management ➤ Conflict- and Idea-Management ➤ Effective communication 	<ul style="list-style-type: none"> ➤ Overview of 47 Techniques ➤ Success relevant Techniques ➤ Learn from the Best, e.g. Google and Apple ★

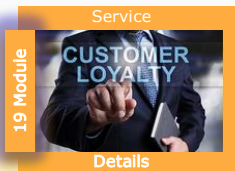
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Service – Customer Loyalty

19 Seminars in 4 segments – 17 virtual

Service Sells	Develop loyal customers	Strategic Service	Management and Coaching
<ul style="list-style-type: none"> ➤ Service Sells ★ ➤ Service Sells Values ➤ Service Sells Economically ➤ Solution Selling in Service ➤ Digital Service Selling NEW ★ 	<ul style="list-style-type: none"> ➤ Service – Customer View ➤ Cope with Stress in Service ➤ Difficult Customer Conversations ➤ Develop loyal customers ★ ➤ Win Back Unsatisfied Customer 	<ul style="list-style-type: none"> ➤ Service as Profit Center ➤ Time and Priority Management ➤ Use Communication Digitally ➤ Interlink Customer Relationships 	<ul style="list-style-type: none"> ➤ Acknowledgement and Feedback ➤ Situational Leadership ➤ Coaching 1 ➤ Coaching 2 ➤ Learning-Transfer-Tools for Managers ★

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ACTIV - Consulting

A Analysis	C Conception	T Training Content	I Implementation is Key	V Verify
<ul style="list-style-type: none"> ➤ Linking business with learning objectives ➤ Impact Matrix ➤ Benchmark 	<ul style="list-style-type: none"> ➤ Best-Practice-Concept ➤ Learning Paths: efficient, sustainable 	<ul style="list-style-type: none"> ➤ Success-relevant learning content ➤ 4-step customization - is in our DNA ➤ Learning mix: F2F, VCT, E-Learning 	<ul style="list-style-type: none"> ➤ Best-Practice-Implementation: Sustainability and Impact ➤ Learning process: before, during and after ➤ Involve Leaders effectively ➤ Local and worldwide implementation 	<ul style="list-style-type: none"> ➤ 5-Level measuring system, exclusively ➤ Proof of success

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VCT – Virtual Classroom Training

Research, Studies	Proven virtual concept	Sales virtual content	Leadership & Talentmgt. virtual content	Service virtual content
<ul style="list-style-type: none"> ➤ Most efficient Learning time ➤ Sustainable Learn Didactic ➤ Successfull Learning Concept 	<ul style="list-style-type: none"> ➤ Measurable Learning Results ➤ Sustainable Learn Didactic ➤ Virtual Best-Practice-Concept 	<ul style="list-style-type: none"> ➤ 23 virtual seminars with 2-4 learning units 	<ul style="list-style-type: none"> ➤ 16 virtual seminars with 2-4 learning units 	<ul style="list-style-type: none"> ➤ 17 virtual seminars with 2-4 learning units

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Looking forward
supporting
you!
Please contact us.



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