

ONBOARDING IN THE 'REAL WORLD'

CASE STUDY: Expanding Community & Supportive Network

StanleyBlack&Decker

SALES & MARKETING
DEVELOPMENT PROGRAM

Challenges

- Formerly in person model
- Knowledge retention of 40 hours classroom-based content
- Technical product & application-based training
- Limited class sizes, dispersed field reps require travel

NovoEd Solution

- Asynchronous and referenceable
- Digestible content delivered in the flow of work
- Structured assignments to demonstrate proficiency
- Increased roster in virtual setting with added mentor support

Fortune 100

Manufacturing

60K+ Employees