

# ONBOARDING IN THE 'REAL WORLD'

**CASE STUDY:** Maintaining Quality & Culture when Moving Online

## — SALES ENABLEMENT —



### Challenges

- Time to productivity
- Greater strategy & culture adoption
- Deeper learning

### NovoEd Solution

- CEO welcome video
- Practice & review with peers
- Role-specific & divisional
- Easy to replicate for each new cohort

**Fortune 500**

**Telecommunications**