MVP Sales Learning Journey Example

Day 1

Day 90

Workshop #1:
Developing an Account Strategy

- 1-hr learning burst
- Tools
- Impact map
- Go-dos
- Assessment
- Coaching guides

Go dos & micro-training videos

Workshop #2:
Conducting a Business Review

- 1-hr learning burst
- Tools
- Impact map
- Go-dos
- Assessment
- Coaching guides

Go dos & micro-training videos

Workshop #3:
Cross-Selling

- 1-hr learning burst
- Tools
- Impact map
- Go-dos
- Assessment
- Coaching guides

Go dos & micro-training videos

Rapid Learning | a bts company