

# Sales Training

## Optimize Impact & Improve Performance



[www.performitiv.com](http://www.performitiv.com)

Performitiv is modern, learning measurement software. We optimize impact and improve performance of sales training programs. Data collection is simple. Outputs focus less on reports and more on actions to create positive impact to people, programs and results.

### Benefits & Value

Do you manage sales training programs? Are your program managers consistently charged with generating impact and value? Regardless of industry, Performitiv's Sales Training Solution will help you measure impact and improve performance of your sales training programs.

With Performitiv's Sales Training Solution your team will:

- Identify opportunities to improve quality of design and delivery.
- Understand the events that trigger the most knowledge gain.
- Highlight program elements that create the greatest job impact.
- Showcase areas that resulted in the largest business alignment.

Using Performitiv, you'll measure sales training impact. The system collects evaluation data and gathers operational metrics to showcase value creation and identify performance improvement opportunities.

### Product

Performitiv is a contemporary, cost-effective learning measurement platform. We leverage our scientifically sound Impact Optimization Model through our technology to showcase evidence of learning impact aligned to business results.

Start by rolling out our Assessment functionality, which makes it very easy to gather and report on impact ratings and overall performance.

Next, roll out our KPI functionality, which streamlines and automates the gathering and reporting of business outcome data.

When action is needed, use our Workflow functionality to collaborate with your team and your stakeholders in a visible, accountable way.

Reporting is actionable. Analysis is embedded to engage and empower users with creative insights to demonstrate value and improve performance.

### Getting Started

It is easy to get started. Let's have a conversation about your sales training programs and how we can begin to measure their impact and improve their performance.

The ROI is strong relative to the strategic, visible and costly nature of sales training programs that are managed within the system.

We invite you to schedule a demonstration of our system. We are confident that you will be impressed. And because our solution is often implemented in support of a variety of program offerings, we offer innovative and affordable licensing options.

See how our solution eliminates dated perceptions of what's possible. It delivers against a more dynamic and demanding set of learning impact expectations and in the process, creates extraordinary value.



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*Data collection is clean, simple and concise. Respondents are engaged and data is meaningful.*

NAME  
Strategic Program Management

COURSE Breakout 1 MODALITY Classroom LOCATION Chicago

Overall Experience

1. How likely is it that you would recommend this experience to a friend or colleague?

0 1 2 3 4 5 6 7 8 9 10

NOT LIKELY EXTREMELY LIKELY

Comments...

1 / 9 > 0  
QUESTION NUMBER ANSWERED

joe@acme.com

Anonymous feedback OFF

Demographics (1) [Edit](#)

FUNCTION IT

Submit

*Summary reporting is easy to analyze and practitioners can quickly glean improvement insights.*

Question	Category	NPS	Avg.	% Top 2
Overall Assessment		32	7.75	53
How likely is it that you would recommend this event to a friend or colleague?	Overall Experience	40	7.64	64
How do you rate for the performance of the instructor?	Instructor	15	7.60	35
How do you rate the adequacy of the environment?	Environment	22	7.93	36
How do you rate the quality of the content?	Content	11	7.67	33
How much new knowledge and skills did you gain?	Knowledge Gain	30	7.90	60
How much of an impact will this have on your job?	Job Impact	75	8.75	75
How much will this event contribute to business results?	Business Results	50	8.00	75

*Artificial Intelligence algorithms alert you to critical insights in the data for easier action and prioritization.*

Below Goal  
Acme Co UNASSIGNED  
9 DAYS AGO

Performitiv has found KPIs below goal in consecutive periods. Review data and any existing action plans to determine next steps

1 Total indicators      75 Delivery Performance (%)

