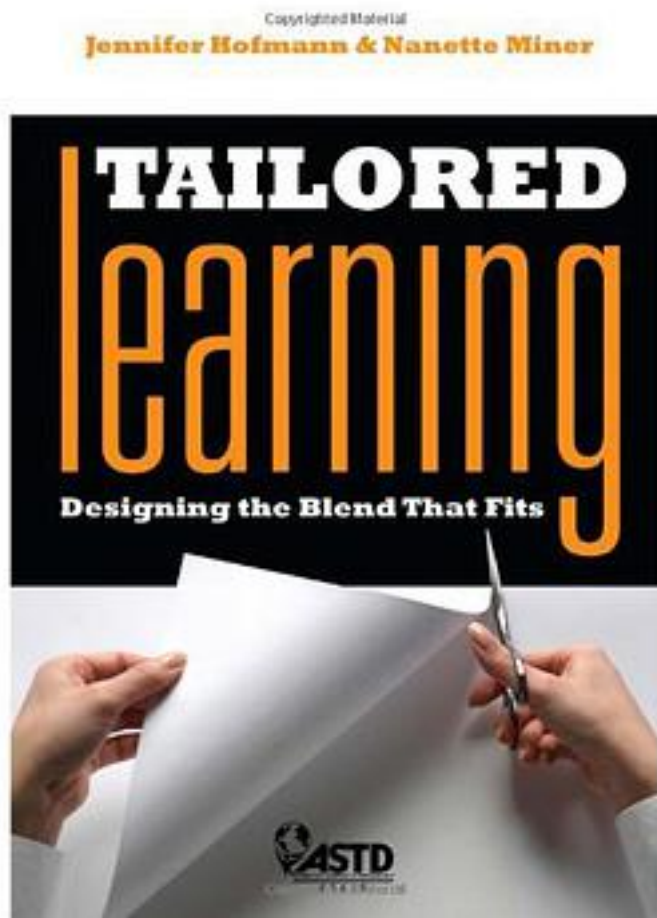


Tailored Learning



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Tailored Learning addresses today's completely changed training realities in a unique way. Readers are offered a 'fly on the wall' perspective as two seasoned learning professionals redesign a traditional, classroom-based new-hire sales training program

for a networked, tech-savvy audience. By presenting multiple technology options to a single client in a structured way, readers discover the strengths and weaknesses multiple solutions. Beginning with a redesign of the existing face-to-face training program to allow the client to truly understand the original objectives of the training program, the book explores various program re-design options using technology solutions to achieve the same learning objectives. The process culminates in the selection of the best blended delivery approach, based on organizational constraints, learner abilities, management support, and the time line necessary to achieve learner success.

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