



“ Thanks to the Leadership in Focus program, Skillsoft sales leaders are now more confident and assertive. They are better at building and mentoring their teams, and Skillsoft has a ready-made pipeline of talented leaders. ”

Chad Gaydos, Chief Operating Officer, Skillsoft

BUSINESS CHALLENGE

After a period of intense transformation, Skillsoft’s executive team requested the creation and deployment of a mixed-level leadership development program for 69 global sales leaders, and to build a pipeline of future leaders, 13 high potential field salespeople.

The program needed to align with specific business goals and outcomes predetermined by the executive team, accommodate a globally dispersed and remote workforce working under tight sales targets, and include tools to measure the value and impact of the initiative.

HOW SKILLSOFT® HELPED

Using John Maxwell’s *Five Levels of Leadership* as the framework, the Sales Enablement team created Leadership in Focus, an award-winning five-month blended learning program.

Each month a live virtual leader-led session introduced the month’s theme. Skillsoft’s Business Skills and Leadership content, supplemented by publicly available articles and blogs, provided participants with multi-modal learning opportunities available anytime and anywhere.

Learners then participated in triad discussion groups comprising people from different locations and business units to encourage diversity of thought and application of learning.

KEY METRICS

85%

85% of participants applied learning within four weeks

\$540K

\$540,000 in monetary benefits

\$245K

\$245,000 estimated value of stronger skills after program completion



ABOUT SKILLSOFT

Skillsoft is the global leader in corporate learning, delivering beautiful technology and engaging content that drives business impact for modern enterprises. Skillsoft comprises three award-winning solutions that support learning, performance and success: Skillsoft learning content, the Percipio intelligent learning experience platform and the SumTotal suite for Human Capital Management.

