

bigrock

People Performance Solutions

Digital Learning

*For every step on your
journey to success*

Professional Development's Digital Future

We believe that the future of professional development lies in a hybrid approach that combines the best of face-to-face training and coaching with first class digital learning.

Increasingly businesses are using our digital learning tools to deliver learning in a more innovative, synergistic and sustainable way.

Technology continues to advance and with that the possibilities for online and mobile learning. New technologies, new methods of communication and new demands from learners have inspired us to develop a range of digital tools to deliver learning, enhance performance and manage the development process.

Digital learning is no longer the eLearning or CPD of old. We can now do so much more.

Discover

- The benefits of a hybrid or fully digital solution **p.4-5**
- How digital tools can enhance each stage of the learning journey **p.6-7**
- A Digital Learning Environment from Bigrock **p.8-11**
- Coachical - Bigrock's Digital Coaching Experience – NEW FOR 2018 **p.12-13**
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Our digital learning tools are accessible on a mobile, tablet or desktop computer.

The benefits of a hybrid or fully digital solution

Imagine a world where every time you invest in training, everyone in your firm has the opportunity to learn... now, tomorrow and in the future.

Many firms spend too much time and money developing training events that are attended by just a few people in their organisation. Events that, once delivered, are gone forever.

Digital learning tools enable us to create a broader, deeper and smarter learning journey that everyone in your organisation can benefit from.

A journey that's...



Highly Personalised: Each learner can select what and how they learn.

Online diagnostics enable employees to identify their specific development needs and then select content that specifically meets their learning preferences and knowledge gaps.



Flexible: Employees can learn at a time that suits them, whenever and wherever they are.

No need to juggle diaries to get everyone together. Employees can access learning when their schedule allows, from their local office, from home or between client meetings.



Kind to the Brain: Employees can learn at their own pace.

Digital learning can be consumed in bite size chunks. The brain can only take in so much new information at once. Rather than overloading the brain in one intensive workshop, digital tools enable learners to gradually build up their knowledge, in a way that enhances retention.



Responds to Current Challenges: Team members can find relevant tools and information as they work.

Got a big pitch coming up? ... Access a best practice structure aid. On your way to a client meeting? ... Explore top tips on negotiation on your train ride over.



Aids Application & Embedding: Employees can refer back to key models as they apply their learning.

It's easy to forget new processes when you get back in the thick of things. Digital tools enable learners to refer back to the key models and principles covered in training, 1 week, 1 month or 1 year after first learning a new approach.



Creates a Legacy: Learning is available to new starters and those in other roles.

Digital provides you with a learning legacy that those new to your company, newly promoted or new to a specific team can access.



Measurable: Track capability, progress and achievement.

Digital enables you to track people development in real time and cross reference this with performance measures. You can then assess the return on your investment (ROI) from your training spend and use the data to help you make strategic decisions.

Digital tools enhance each stage of the learning journey

Digital tools can support and enhance every stage of the learning journey, from initial diagnosis through to embedding and elevation.



Diagnosis

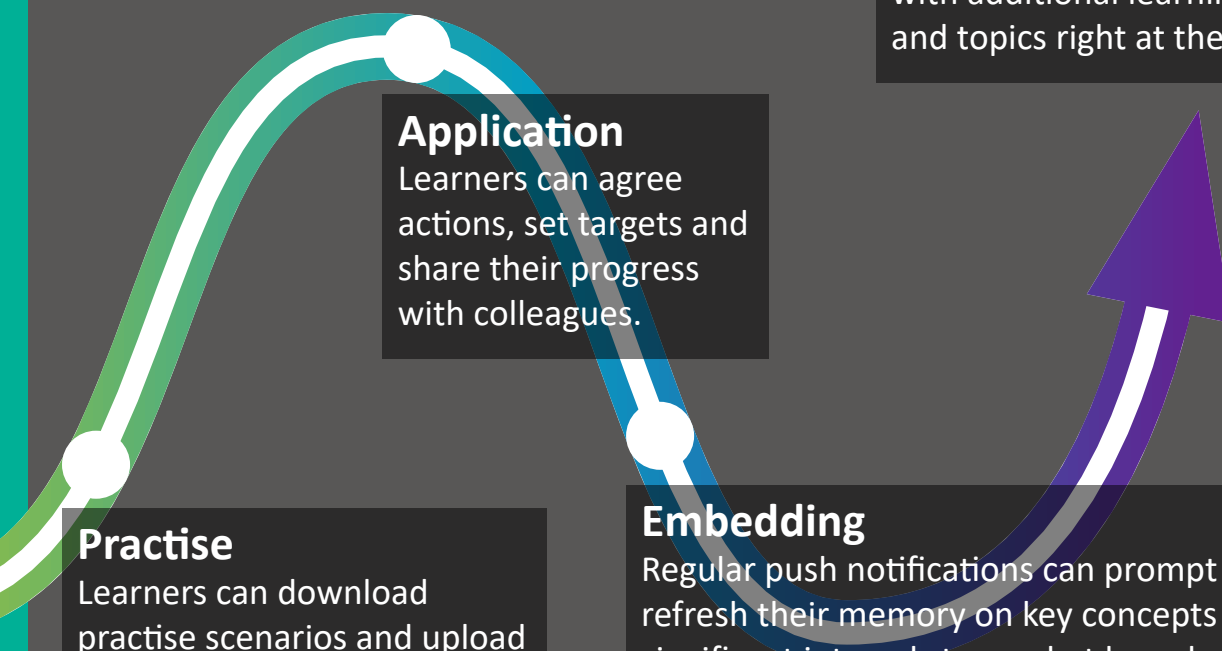
With online questionnaires and data analytics, you can identify organisation-wide trends and individual learning needs.

Exploration

Learners can research and explore best practice with ease, with digital search tools and personalised learning plans that recommend content that meet each learner's diagnosed needs.

Understanding

Using digital quizzes and capability tracking, learners can demonstrate their understanding of a specific topic.



Practise

Learners can download practise scenarios and upload videos of their role plays for feedback from colleagues.

Application

Learners can agree actions, set targets and share their progress with colleagues.

Embedding

Regular push notifications can prompt learners to refresh their memory on key concepts at scientifically significant intervals to combat knowledge fade and ensure what was new becomes habit.

Elevation

Learners can explore further, dive deeper and elevate their knowledge, with additional learning materials and topics right at their fingertips.

A Digital Learning Environment from Bigrock

Bigrock offer a wealth of digital learning tools covering a range of business topics, within an engaging digital learning environment.

When building your digital learning environment, you can choose any (or all) of our 8 learning rooms:



LEADERSHIP



MANAGEMENT



**KEY ACCOUNT
MANAGEMENT**



SALES



PITCH



PRESENTATION



NEGOTIATION



TELESALES

Or we can work with you to design a room bespoke for your organisation.

We can also feature a discussion and sharing room where learners can share their stories and view event outputs from workshops, training sessions and change events.



How we Communicate

There are three key elements in any face to face communication.

BODY LANGUAGE

Try and ensure you do the following when pitching:

- Keep good eye contact with the audience
- Always face the audience, if you need to write on a flip chart or point at a screen try not to turn your back fully while talking
- Keep a good posture
- Use hand gestures where you can
- Don't keep keys or loose change in your pocket
- Avoid closed or tense body positions
- Be aware of verbal 'tics' and work on eliminating them e.g. repeating the same word like 'Now', 'Right', 'Basically' etc.



Step in to our learning rooms for a more engaging, vibrant and personalised learning experience.

Learning Tools Featured in our Rooms:

Bigrock digital learning rooms offer a range of learning tools specifically designed to help your employees at each stage of their development journey.

When first exploring a topic, learners can delve in to the detail with:



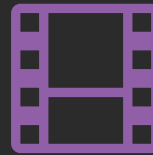
Self-Learning Guides

Detailed guides explaining best practice approaches, with activities to help learners apply the tools in role.



Webstories

Vibrant and interactive, the webstories are perfect for exploring a specific topic in depth. Learners scroll through these interactive narratives that feature a blend of written description, videos, diagrams and activities.



Videos

Videos include demonstrations of core skills and processes, explanations of best practice models and Q&As with our topic specialists.



Illustrative Videos

Engaging, fun and quick to watch, these short, animated videos are an easy way to begin exploring best practice approaches. Learners listen as our experts explain how to use and apply key tools and offer top tips.

Or Learners can quickly refresh and test their knowledge with:



Mobile Apps

Learners download our apps direct to their phone or tablet to access key learning aids at any time. The apps feature written descriptions, videos, top tips and checklists to help learners apply best practice in role.



Infographics

Great as a visual aid or memory booster for when learners are practising or beginning to apply new learning in role, our infographics explain a key principle, process or model in an easily digestible and visually impactful way.



Flashcards

Learners click through the flashcards to refresh their memory on key points.



Knowledge Checker


Learners test their knowledge with our knowledge checker multiple choice tests.

Coachical: A Digital Coaching Experience

Bigrock are developing a new digital coaching tool, that draws together all our experience and expertise to provide learners and organisations with all the benefits of first class digital learning.




Concept art illustrating some of the key features in development and final testing.



Diagnose individual learning needs




Learners engage with digital coach 'avatars' who reflect and challenge their learning style



Learners are directed to the learning tools that will best meet their diagnosed needs



Learners (& their Managers) can set targets and track their activity and progress throughout their coaching journey



Select push notifications for individual, team and organisation-wide learning goals that prompt you to learn



A highly customisable environment that reflects individual learning needs, development progress and career aspirations

Bespoke Digital Learning


We can design bespoke digital and mobile learning tools exclusively for use within your organisation.

Whether you're looking to support an existing development initiative, reinforce a particular sales process or technique, or simply deliver learning in a more modern and innovative way, our digital team can help.

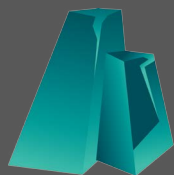
We can adapt and tailor existing materials from our content library or design something new to meet your specific needs. Our expert consultants and digital learning designers will work with you to design a solution that works for your learners.

We can create...

- Digital questionnaires and diagnostic tools
- Mobile apps
- Online courses
- Live demonstration videos
- Animated videos introducing key concepts
- PDF Self Learning Guides / Topic Guides for learners to download
- Infographics and other online visual aids
- Flash cards, knowledge checkers and other digital reminder tools



If you would like to arrange a demo of any of our digital learning tools or discuss digital learning in your organisation, please call our team on; **+44 (0) 1280 820 780** or email; **enquiries@bigrockhq.com**



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