

ONLINE

Performance-Based Learning (PBL) Specialist Program

with 70:20:10 and Performance Consulting Inside $^{\text{TM}}$





"We saw the benefits almost immediately. Some of the projects in the program were small things within one country or within one part of the company, and some crossed the whole globe. They were all very finite projects that allowed the organization to see we were rapidly increasing the business results. As part of the program we increased conversion of service quotes way beyond our targets. We've also noticed that those countries that have been part of the program have adapted to challenges in the current crisis more effectively".

Rachel Hutchinson, Director of Learning and Development, Hilti

"Managers first approached us as order takers for e-learning or training. Now they ask different questions and make it possible for us to work as business partners with them. We experience this changed behaviour on a senior and operational level."

Learning & Development Leader, FrieslandCampina



"Success breeds success. This process provided us with the skill, the confidence, and the process to address a wide range of different business challenges long after the program had finished".

Vitaly Drozd, Head of Learning, PMI





Connect your L&D solutions directly with your organization's core business objectives. This L&D capability development program provides a concrete opportunity to make your services relevant and up-to-date to deliver measurable business outcomes.

The PBL Specialist program develops professionals to use a tested and proven performance-based methodology that powers effective ways of solving your organization's challenges.

The program is designed for HR, Talent, and Learning and Development professionals, and for other capability-building teams who need to redefine and reinvent the way they work to drive business critical value.

The program's approaches and methods can be applied in your own situation from the start. The entire program is designed to be embedded in participants' regular work processes. Learning and working are combined as you progress through the program. Using the embedded methodology, L&D and other professionals learn to work more collaboratively with their internal clients to co-create solutions that have measurable impact. The result that the (internal) customer needs to achieve is always paramount. These may be in the areas of production, quality, safety, finance, sales, HR, and other parts of your organization.

BENEFITS

The PBL program is designed to change the way your HR, L&D, and capability-building teams deliver their services. It will provide measurable short and long-term return on investment and business impact. You will see immediate benefit as participants develop solutions that are more effective than training only, in less time and at lower cost. The program will provide tangible return on investment and will deliver a positive business case compared with traditional training.

OTHER BENEFITS INCLUDE

- Increased L&D bench-strength and ability to address critical business and performance needs.
- Increased cooperation and connection with business stakeholders because the services delivered, such as task support, improvement tools and peer coaching/ communities, fit more closely with the needs of the workplace and are closely linked to workplace practices.
- Enhanced future-readiness through effective analysis, better understanding of advanced performance-based design principles, and improved measurement techniques.
- A methodical way of working to ensure delivery of consistent results. Increased possibilities to expand solutions beyond eLearning and training.

THE PROGRAM

The Program is based around our 4-I solution development process. It has two levels:

Essential Program: a six-week online experience to build knowledge about using the methodology and tools, including working on a case study to demonstrate understanding of the models, methods, and processes.

Advanced Program: an eight-week online experience to develop deeper specialist capability. In the advanced program, participants apply the methodology, roles, and tasks they have learned to a specific challenge in their own organization.

Achieve business results with the 4-I solution development process.



PROGRAM STRUCTURE

Performance-Based Learning Specialist Program



Essentials Program

Online kick-off

Fundamentals

WEEK 1

Basic understanding of the performancebased learning principles.

WEEK 2

Identify

Get to know the principles for analyzing the current and desired performance.

WEEK 3

Imagine Understanding of the principles for designing and creating solutions. WEEK 4

Impress Basic principles of measurement and how to build a measurement plan. WEEK 5

Implement The main principles for managing the change processes.

WEEK 6

Reflect

What does performance-based learning mean for my work and how do I apply it?

Group assignment: given case study

WEEK 1

WEEK 2

WEEK 3

WEEK 4

WEEK 5

WEEK 6

WEEK 7

WEEK 8

Identify

Applying the IDENTIFY tasks to your own situation:

- Determine the need.
- Determine the performance.
- Map the stakeholders.
- Determine causes/influencing factors.
- Describe the critical tasks.

Imagine

Applying the IMAGINE tasks to your own situation:

- Design the best blend of solutions.
- Develop solutions/engage a vendor.
- Action plan for testing in practice.

Impress

Applying the IMPRESS tasks to your own situation:

- Make a measurement plan.
- Collect data.
- Analyze data/ suggest improvements.

Implement

Applying the IMPLEMENT tasks to your own situation:

- Test solutions.
- Make a communication plan.
- Monitor progress.

Final presentation

Advanced

Program

Group assignment(s)



ABOUT US

We have been working with this approach for many years. We developed it to address the need for L&D, HR, and other professionals to deliver faster, impactful, more businessfocused solutions.

Tulser and the 70:20:10 Institute work with organizations across the world. We help exploit the potential of the 70:20:10 Methodology as a robust approach to strengthen and align learning and development with organizational performance needs. WWe develop new approaches and we work to cocreate learning and performance strategies, as well as solutions with performance and organizational learning power.

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