

BEST PRACTICES ACROSS FOUR BUILDING BLOCKS

Skillsoft has studied our 6,700+ clients and 45 million end-users to uncover what the best organizations do so well. We've repeatedly discovered that leading organizations execute four best practice building blocks: they engage with the business to set objectives, they align solutions to meet strategic priorities, they enable adoption and they report on learning's value to convey the business impact. More effectively managing the first three building blocks—engagement, alignment and adoption—delivers greater value to the business.

This benchmark examines how our 350+ best in class and average manufacturing customers compare in their industry (best in class clients succeed across all four building blocks.)



Engagement



Alignment



Adoption



Value

ENGAGEMENT



have engaged executive sponsors



conduct benchmarking sessions with their Skillsoft® account teams



have success criteria in place



meet with their Skillsoft Success Consultants at least monthly



have sufficient program management

ALIGNMENT

TOP 3 STRATEGIC ALIGNMENTS

BEST IN CLASS

Leadership Development
Environmental Safety & Health Compliance
Management Development

AVERAGE

Environmental Safety & Health Compliance
IT Certification
Leadership Development

TOP 3 LEARNING ALIGNMENTS

BEST IN CLASS

Company Values
Competencies
Professional Effectiveness

AVERAGE

Company Values
Competencies
Professional Effectiveness

100% conduct library maintenance at least annually

71% conduct library maintenance at least annually

MOST POPULAR SOLUTIONS LICENSED

Skillsoft® Global Compliance Courseware™ Collection
SkillChoice® Complete
Skillsoft® Environmental Safety & Health Courseware™ Collection

ADOPTION

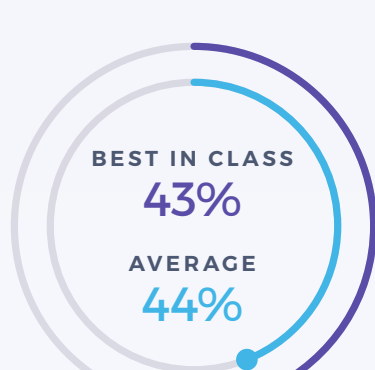


market learning programs internally to ensure end-user awareness



have created easy-to-access learning experiences

VALUE



measure the impact of their programs



would recommend Skillsoft to others



applied learning to their jobs within six weeks



report this percentage of the daily work is impacted by Skillsoft content



report this average skill gain across learners

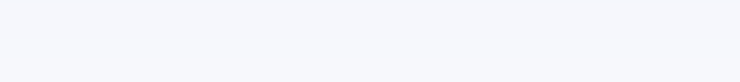
TOP 3 LEARNING MOTIVATORS

1. Continuing education
2. Career development
3. On-the-job training

TOP 3 BUSINESS OUTCOMES

1. Increased productivity
2. Greater employee satisfaction
3. Improved quality

SEE WHAT OUR CUSTOMERS HAVE DONE



Powered by Menasha Corporation

WHAT DO MANUFACTURING LEARNERS SAY

“Using eLearning as a prerequisite for our Six Sigma Green Belt program increases the quality of the classroom training.”

“I closed 15% more sales activity.”

“Employee and customer satisfaction are two of the biggest learnings I have had with the classes I have taken. I learned how to build productive teams, which, in turn, has helped to drive some of our waste improvements in the department. We have seen improvements from a baseline number of 3.31% in waste down to our new baseline of 2.58%. Good stuff.”

Take a closer look.

Visit our YouTube channel for course samples, customer success stories and more.