Speakers

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A Good Problem to Have

Driving Behavior Change

- Initiatives to improve sales productivity / quota attainment
- New sales process or methodology
- Merger or Acquisition
- Product launch
- Entry into new segment or market
- New Messaging or Brand launch

Navigating Challenges

Guardrails & Opportunities

- Rep bandwidth
- Timely opportunities for application
- Understanding most impactful development areas for reps
- Customizing learning experiences at scale
- Proving & optimizing revenue & productivity impact
- Driving adoption of tools and processes
- Complex tech stacks that are touch to integrate and optimize

Highspot x Highspot

Initiative: Product Launch

Launch Certification

Course
Role Play Practice
AI Skill Feedback

Event Based Learning

Keynotes
Workshops
Practice Coaching

Sales Play

CTAs
Examples of WGLL
Customer Facing Content

Initiative Scorecard

Rep Behaviors
Cohort Comparisons
Pipeline & Revenue

Uplevel rep performance with modern training

Optimize impact with insights & reinforcement

Multi-level insights
Scorecards | Reports | Business outcomes

Recommendations
Deals | Performance

Self-guided practice
Knowledge check | Roleplay

Easily design & deliver multi-modal training

Comprehensive
eLearning | Live | Mobile

Adaptive
Test out | Cohort | Skills | Branching

AI Accelerated
Authoring | Roleplay | Assessments

Establish consistent standard with Highspot skills

Built-in skills

Custom skills

Marketplace skills