

Interactive Learning Journeys



A D V A N T E X E

Advantexe is an award-winning talent development organization that designs & delivers learning journeys in business acumen, leadership, & sales. We utilize digital business simulations as the catalyst for learning, skill development, and change.

We are moving quickly from a disconnected business world of *isolated problems* requiring instant decisions, deep data analysis, and elimination of uncertainty to a world of complex and strategic *business challenges*.

Solving these more strategic issues requires a talent development strategy that focuses on the competencies of business acumen, business leadership, and strategic business selling. Advantexe is here to help.

Advantexe works with you to develop customized learning journeys that incorporate a learn-by-doing approach of using digital simulations. This hands-on learning methodology provides your learners with the knowledge and tools to make better business and leadership decisions and strive for improved business performance in a risk-free environment.





Learning Journey Overview

An Advantexe learning experience incorporates adult learning methodologies and features one of our award-winning, interactive, and immersive business simulations. Learning journeys can be delivered in person, virtually, or in a hybrid solution. The phases of the of the journey may include:

Pre-learn – introduces participants to the learning journey and provides access to a series of interactive eLearning modules to refresh and build foundational skills

Learning Event – connections that include content presentations and access to an Advantexe business simulation. Our facilitators work with groups to reinforce learning on the core topics while the simulation allows learners to apply lessons learned for reinforcement

Post-work – we work with you to determine the appropriate pull through activities. These activities can include our Decoding the Investor Call session, micro-simulation exercises, additional eLearning, or practice and drill activities

Building Block Curriculum

Our teams of instructional designers, subject matter experts, and simulation experts work with you to craft the right solution for the right audience, whether it be for individual contributors or emerging leaders. We can customize to a specific industry and modify to the appropriate length of time. We leverage our building-block curriculum library, which includes over 150 learning modules in:

Business Acumen Skills – build skills in a range of important topics including strategy, financial acumen, supply chain, sales, operations, marketing, and more

Business Leadership Skills – our library includes topical workshops on subjects ranging from influence and delegation to generational leadership to global acumen

Strategic Business Selling Skills – from *preparing* for the sale and *initiating* the dialogue to *positioning* a solution, *closing* the sale, and *growing* the business, our developmental solutions are built around a nine-step process that lays the groundwork for sales success

Audience

Advantexe will work with you and your team to leverage our curriculum library to develop the right solution for the right audiences. Audiences we help include individual contributors, new hires, emerging leaders, new and first-time managers, high potential leaders, executives, functional managers, sales professionals, and many more.

Learn by Doing

In much the same way a flight simulator enables pilots to hone their instincts and build their flying skills, Advantexe business simulations provide participants with the opportunity to “fly a business.”

Advantexe’s simulations serve as the bridge between learning and real-life experience. Learners apply new ideas and concepts in a risk-free business simulation that emulates their working environment to experience the systemic consequences of their actions.

Through this experience, learners uncover the critical interactions that drive or prevent success.