

Case Studies: **Need to Develop Effective Training for Global Operations**

Business Situation

A large, multi-national reinsurance company realized that it was not taking advantage of the many opportunities its Agents had available for selling complex, technical insurance policies.

ALESYS Solution

ALESYS conducted a needs analysis and then, working with Subject Matter Experts, built several self-study (paper-based and e-Learning) training programs. These programs taught global staff how to find sales opportunities for these products, how to write these complex policies, and how to effectively manage these products for greater profitability.

Results Achieved

These programs not only achieved their intended results, they are also very popular with the staff and received excellent feedback on their effectiveness and user-friendliness.

ALESYS is an international consulting and training company with a focus on leveraging learning to help Customers achieve their organizational goals and use learning as a competitive advantage to generate business profits. We bring a depth and breadth of expertise and best practices gathered during our many years of successful work with organizations all over the world. For organizational change efforts to be effective, only a custom designed approach will yield results. These results must not only solve your organizational issues, but they must also translate into long-term sustainable change and profitability.

For more information on ALESYS' highly effective approach, contact us at 800.758.1071 or visit our website at www.alesys.com. ©2007 ALESYS. All rights reserved.