

More Than Just "Content" Is Required

One education industry analyst has published that if content alone is used, with no testing and reporting of (and flagging) gaps, then it is just "Information Broadcasting." And, Jack Welch correctly noted that "What gets measured gets achieved." Without logic to manage content, no "knowledge assurance" exists.

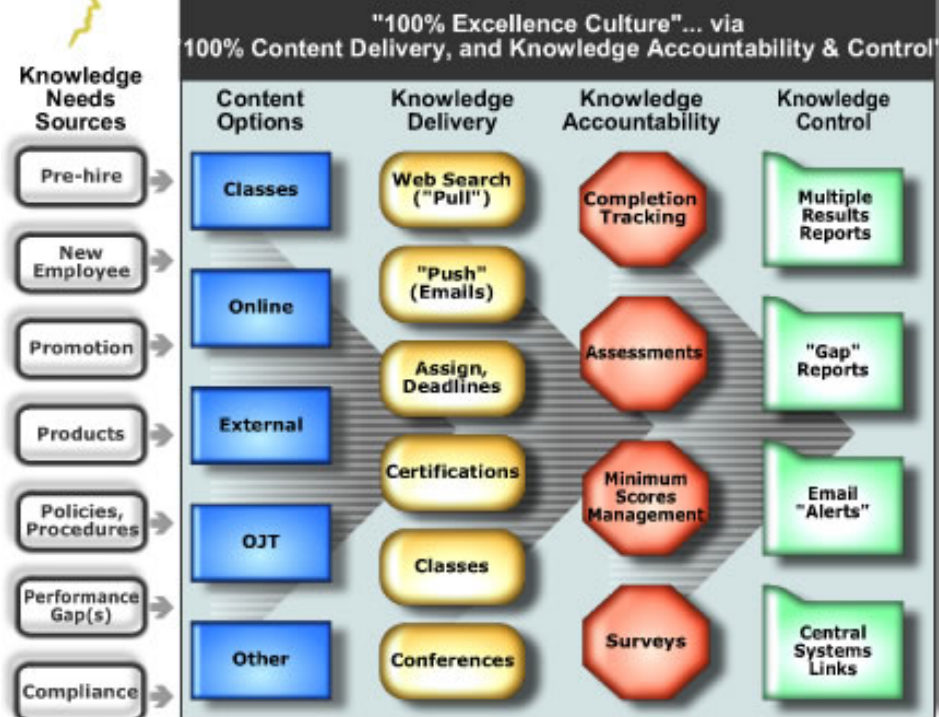
The reason is that target learners are distracted, busy, have many other uses for their time, and simply will not put the mental "calorie" energies into true learning unless they know that there will be accountability if they do not. This is a key success factor in the field of "adult education." **Any lower standard becomes just a "check-mark," with sub-optimal true "knowledge transfer" value.**

For a true "100% Excellence Culture" an organization needs to have a platform with ALL FOUR key elements of "Content... Delivery... Accountability... and Control." If any element is missing, major knowledge transfer shortfalls occur, reducing desired business results.

The Learn.net "KnowledgeExcel Solutions Family" incorporates these realities in its total program. All the key components are provided to assure a complete program. Phasing to meet business priorities are supported, and solution components can be combined in infinite possible ways to meet exact needs. However, over time, many new programs will be needed, and the KnowledgeExcel structure, the elements and the underlying "Rules-architecture" provide open-ended growth. This structure allows avoidance of the risks overviewed at www.learn.net.



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The KnowledgeExcel structure assures all four elements of "Content... Delivery... Accountability... and Control"; as reflected in this graphic." Many elements of each are interactively supported, and are further summarized below. Not all capabilities will be needed at all times.

The page 2 list excludes the 20+ types of content that can be supported (and can be developed) by Learn.net. It does list the 40+ key success elements of Delivery... Accountability... and Control that are critical to a true "knowledge excellence" program. All possible elements may not be needed at first (and do not have to be purchased), but all are available as needed, seamlessly and quickly. Unlimited growth results.



Topic	(Some) Available Delivery... Accountability... and Control Actions
Content	Over 20 types supported (and can be developed as needed)
Delivery (Which Delivery methods will have positive impacts?)	<p>All content comes from your Web look & feel</p> <p>And/or course links can be sent by email notification</p> <p>Student is able to search and find/launch content</p> <p>Able to formally assign courses, with or without deadlines</p> <p>Use email "push" notifications and links to courses</p> <p>Require Certifications</p> <p>Auto-assignment of curricula for low performance</p> <p>Auto-assignment of curricula for performance reviews variances</p> <p>Auto-assignment of curricula for new hires</p> <p>Auto-assignment of curricula or content for pre-hires (e.g., skills tests, forms, etc.)</p> <p>Auto-assignment of curricula for promotions or new roles</p> <p>Auto-assignment of curricula for Compliance requirements</p> <p>Auto-assignment of curricula for other types of "Talent Management"</p> <p>For these auto-assignments, multiple organizations will have these rights individually</p> <p>For these auto-assignments, multiple hierarchies in each organization will have these assignment rights</p> <p>Central systems data can be used for auto-assignments, with integration</p> <p>Optional online assessments without content</p> <p>Live Classrooms scheduling & registration automation (including by calendar)</p> <p>Video or audio classrooms scheduling & registration</p> <p>Automated user registration management (and feeds to CRM); including non-employees</p> <p>Course(s) access conditional on e-commerce or other payment options</p> <p>Surveys presentation</p>



	e-Commerce purchasing support
Accountability (Which of these best meet Jack Welch's "What gets measured gets achieved?")	Track who did or did not open content
	Track who completed content (or partially)
	Provide scored online quizzes
	Provide scored online tests
	Provide minimum scores management
	Who signed up for, attended and paid for a class(es)?
	Multiple divisions and hierarchies in each can set their own assessments
	Pre-test and post-tests can be used together to assess knowledge gain
	Regular follow-up training and/or testing can be used to assure on-going knowledge retention
	Provide Surveys
Control (be able to get many reports, and to "flag" negative variances)	Completions reports
	Tests scores reports
	Provide "alerts" for variances
	Benchmark reports
	Survey reports
	Certifications reports
	Auto-re-cycle if low scores achieved
	For reports access, multiple organizations will have these rights individually
	For reports access, multiple hierarchies in each organization have the reports access
	The central company will always have over-arching Reports access for all entities
	Provide data to central systems