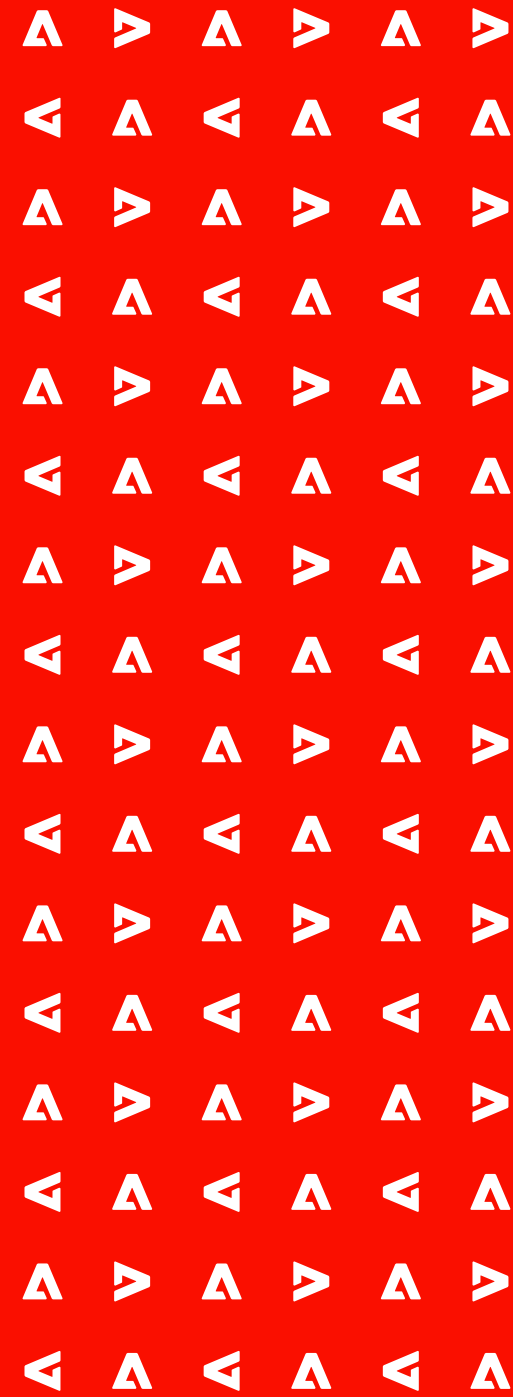
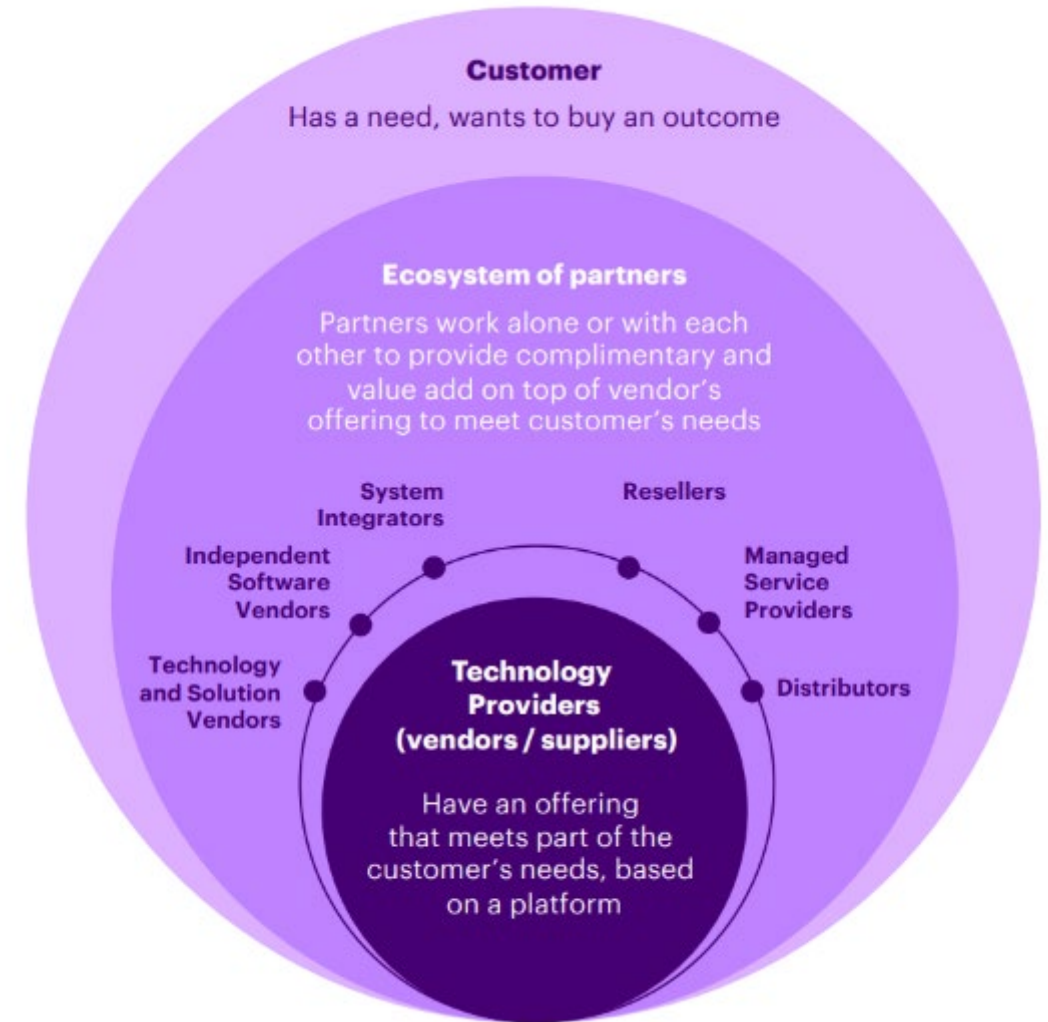




Crafting a Partner Learning Playbook to Drive Business Growth

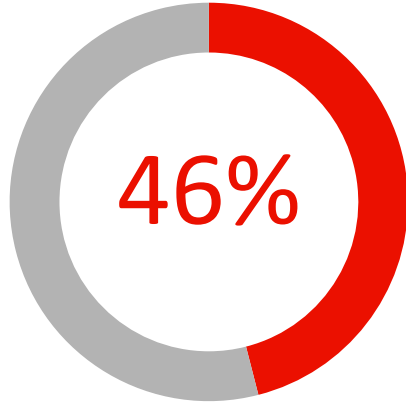


Why Partners Matter?

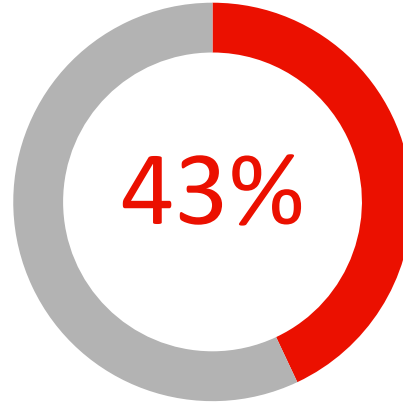


Source: [Accenture – Building high-impact partner ecosystems](#)

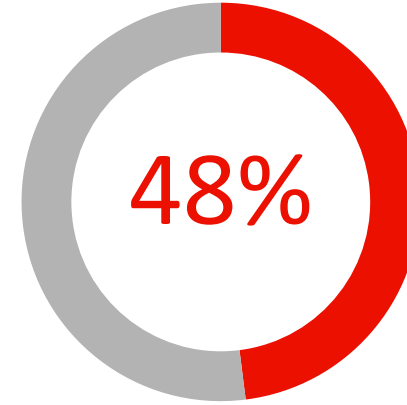
Partner Ecosystems are Evolving



are supporting their customer's digital transformation



are delivering solutions to new customers, small and medium businesses and new geographies



are developing more solutions on top of provider platforms

How Learning Helps the Partner Evolution



Certifies partners to provide the right solution to customers at every point



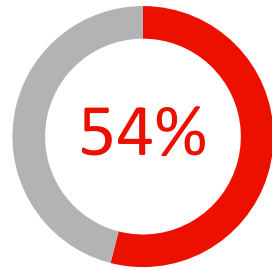
Builds partner capabilities in existing and emerging areas



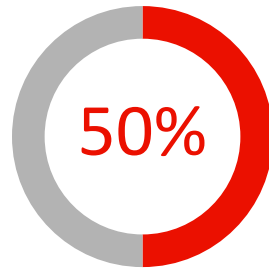
Engages and motivates partners to go above and beyond`



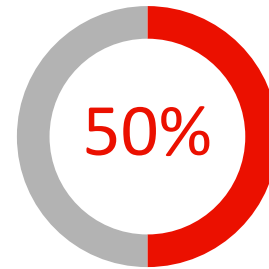
Challenges in Effective Partner Learning



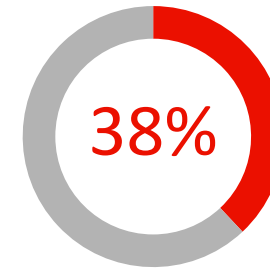
Organizational silos



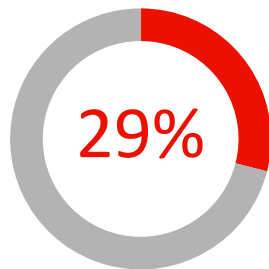
Difficulty measuring effectiveness



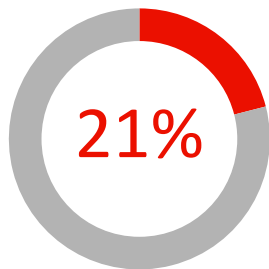
Lack of right technology



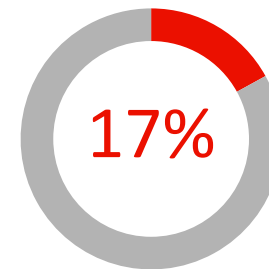
Content Development



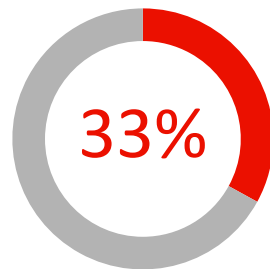
Lack of insight into external groups



Cost Structures



Managing/Securing Intellectual Property



Others

Adobe Learning Manager for Partner Enablement

Power up your internal and external partner teams to achieve better success in driving superior customer experience.



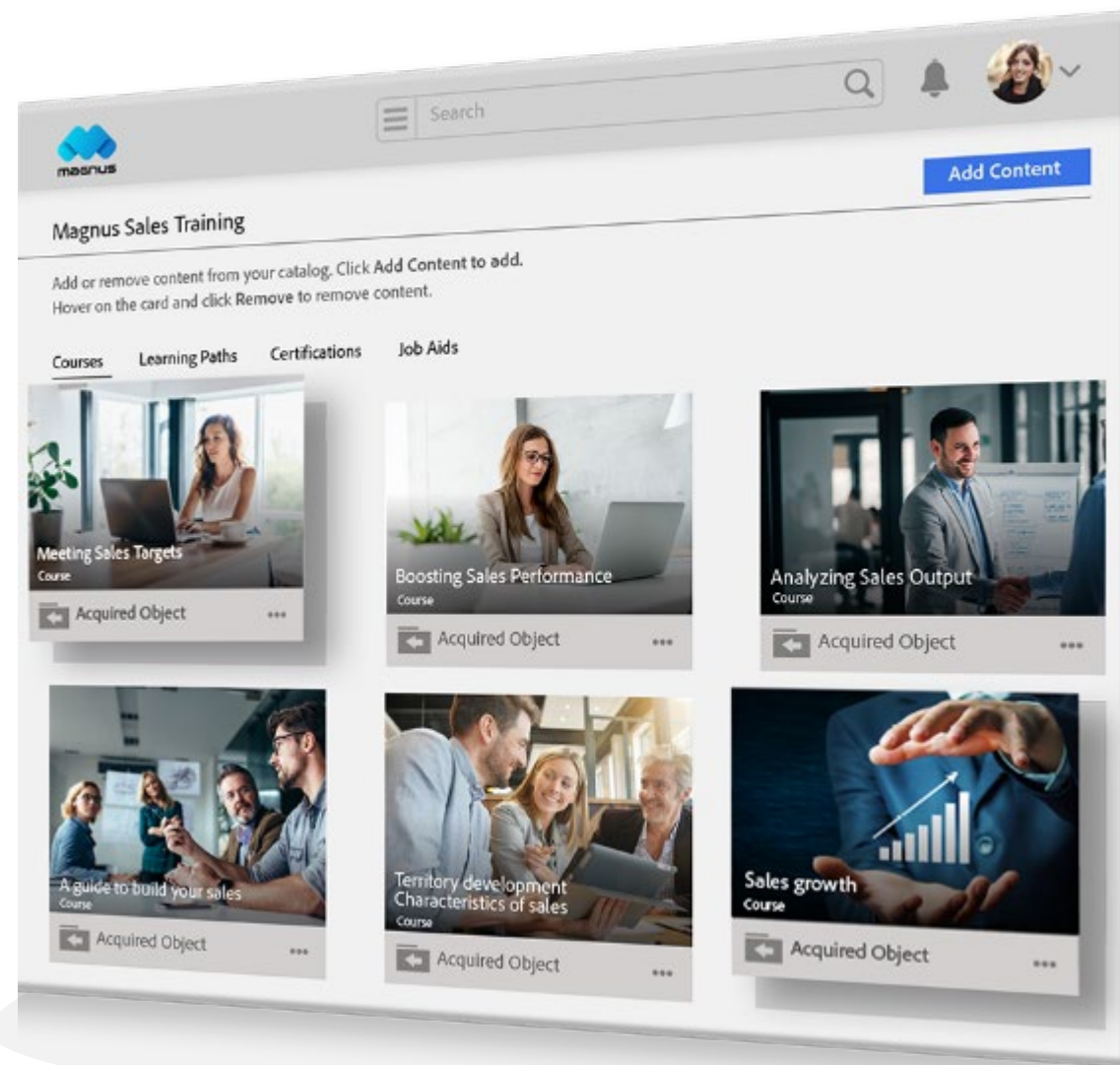
Deliver live and on-demand training to build global standards of excellence



Personalize learning experiences to enhance performance



Measure how learning impacts partner performance



Train Partners through a Single Platform

Extended enterprise platform that can integrate with partner portals and offer personalized learning content to partners

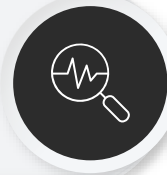


Adobe helps you:

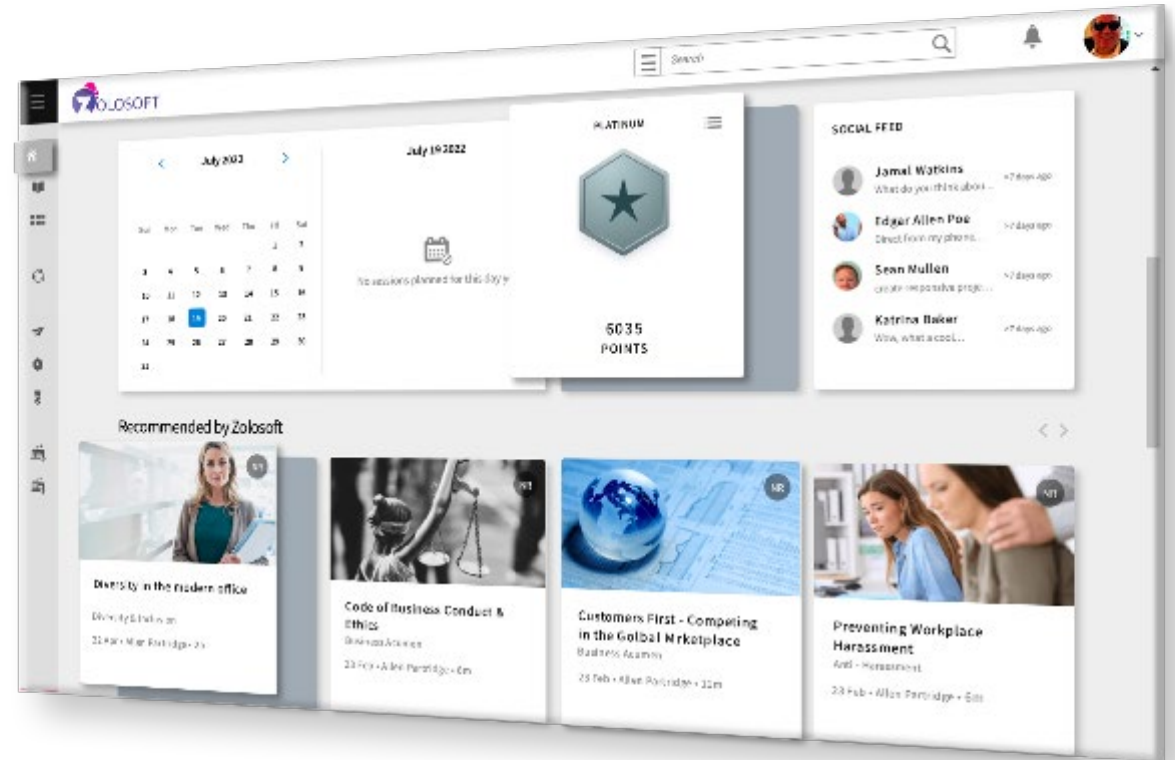
Integrate learning in your partner portal and use extended enterprise features to train up multiple partners at the same time.



Offer the power of personalization with personalized dashboards, AI-based content recommendations and guided learning journeys



Decentralize learning governance by empowering partners to manage the training of their own teams while creating a centralized content delivery mechanism



Deliver Both Classroom and Online Sessions for Partners Teams

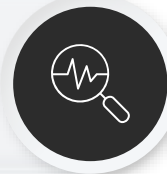
Deliver blended learning programs seamlessly

Adobe helps you:

Create and deliver blended learning programs through a single platform with a range of web-conferencing integrations



Manage instructor and classroom training from the learning platform for on-the-job and other kinds of trainings. Manage absenteeism.



Deliver over 9 content formats in one single player with the embedded Fluidic Player



Engage and Reward Partner Teams

Gamify training programs, manage rewards, and drive social communities



Adobe helps you:

Gamify learning programs through points and badges and foster healthy competition through leaderboards



Create a rewards program based on learning completion as well as frequency of learning to drive partner engagement. Create partner communities.



Integrate with Marketo Engage to drive customized marketing communication to partners



OLOSOFT

Leaderboard

See where you rank amongst your peers, consume more learning to gain more points and advance on the Leaderboard.

Bronze 1500 Silver 2500 Gold 3500 Platinum 6000

Rank	Name	Score
1.	Allen Partridge You	6033
2.	Alfred Jalbert	790
3.	Carl Conners	700
4.	Virt Human	570
5.	Art Culate	500
6.	Sayan	430
7.	Diamond kamey	350
8.	Daysi McGarrity	330
9.	Robert Hutches	310
10.	Grace Paris	250

People around your Rank

+ Add/Remove Colleagues
Add/Remove your colleagues on the timeline above and track their progress.

Hitesh Bajaj
Pooja Jaisingh
Virt Human

Earn Points
Every time you learn or achieve a skill, you earn gamification points. See below for the number of points you earn for each achievement.

Fast learner
Upon completing a specific number of Courses

50 for 1 Course
100 for 3 Courses
400 for 5 Courses
1000 for 10 Courses

Rank me with
Type names of user groups and colleagues here

Organization (sales) x

Track Performance of Partner Teams

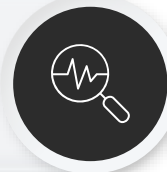
Align and automate learning reports with performance benchmarks

Adobe helps you:

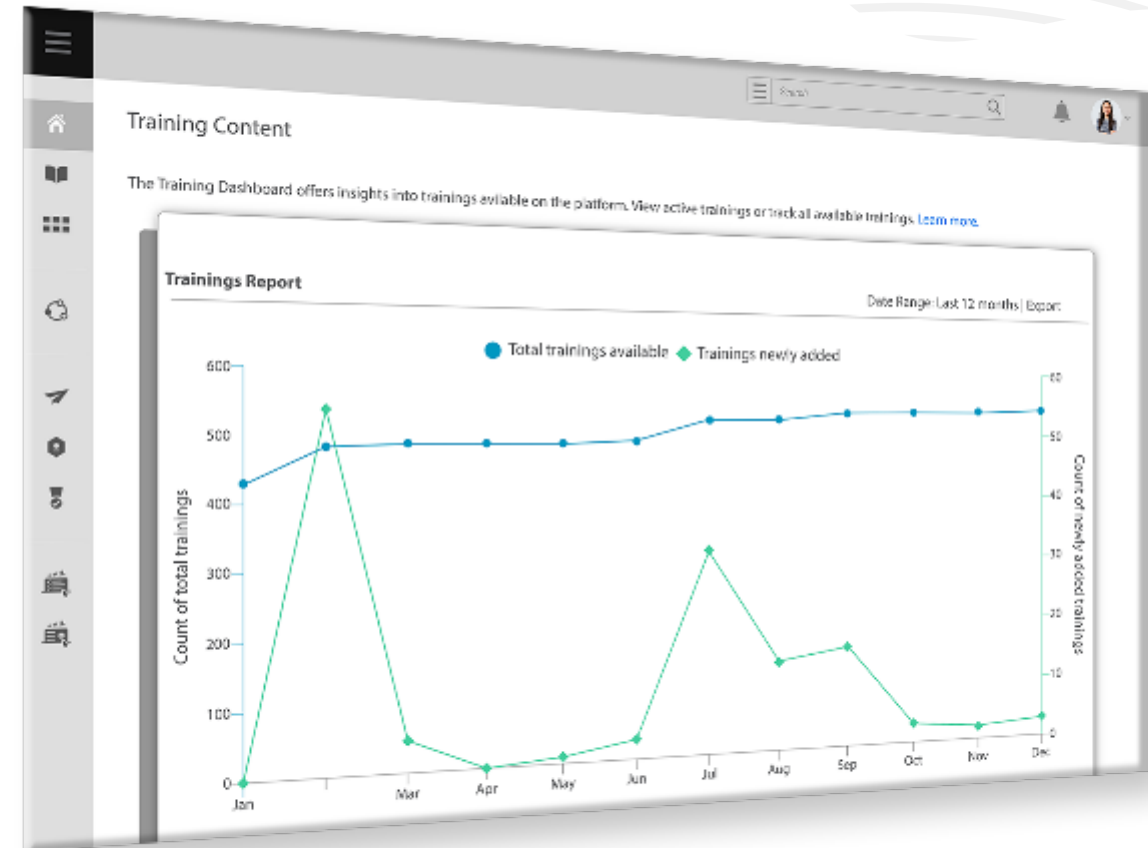
Get access to more than 300 customized report types to identify learner performance



Acquire learning data from external sources through xAPI/ Tin Can Compliance



Integrate with enterprise dashboards such as **Microsoft Power BI** and **Salesforce** to correlate learning and compliance data with performance



Building Blocks of Adobe Learning Manager



Experience <i>Unified Learning Experience</i>	Native or Headless Platform	Seamless Content Playback Experience	Immersive Browsing and Search
Engagement <i>Inclusive and Proactive Learning</i>	Hybrid Learning	Gamification	Social Learning
Personalization <i>Personalization to the Core</i>	AI-Based Recommendations	Personalized User Dashboard and Notifications	Personalized Interest based Campaigns
Automation <i>Smart Workflows</i>	User Management & Content Reusability	Learning Plans	Reporting and Visualization
Core Platform <i>Enterprise Ready</i>	Enterprise Grade Performance & Security	Extended Integrations	Training Monetization

Adobe Sensei
Adobe's award-winning Artificial Intelligence

Technology giant ranked one of the top 5 companies in the world.

Implemented Adobe Learning Manager to train all its partners and franchises worldwide to transform them into experts for the customers.



Solution

- Headless implementation of Adobe Learning Manager to fit into the store employee portal
- Learning Manager replaced the existing home-grown learning platform being used
- Implemented learning plans for all the guided modules
- Integration with MS Teams to offer virtual classes. Virtual class management conducted through the platform itself
- Social learning to create store-based learning communities

Highlights

- More than 150,000 store executives trained in product, process and behavioral training across the world
- Improved in-store demonstration for customers
- Multiple gamified skilling programs implemented through the platform
- Learning reports are used to map against actual store performance
- Multiple social learning communities created

