



## QuickSkills™

**Leveraging over 30 years of seminar and consulting experience, Richardson offers Web-based Richardson QuickSkills™ as a flexible, interactive, eLearning alternative for our clients worldwide. True to its name, Richardson QuickSkills™ economizes time and maximize value.**

### Flexible Solutions

Richardson QuickSkills™ consists of high-impact, web-based courses drawn from our extensive library of proven, world-class sales curriculum. They help sales professionals build stronger relationships, exceed sales objectives, and close more business. We developed our Richardson QuickSkills™ curriculum to meet the needs of clients for training flexibility. Richardson QuickSkills™ can be blended with instructor-led training, used as stand-alone training, or customized to meet specific needs.

There are currently over 70 Richardson QuickSkills™ courses available on the topics of sales skills, sales process, sales management, and sales support.

### Richardson QuickSkills™ Interactive Learning Design

We have made our eLearning curriculum dynamic through our time-tested, successful training philosophy of “learning by doing” to create highly interactive simulation-based training in which participants face challenges, experience immediate application, and receive intensive coaching and feedback to foster behavior change. Using this methodology, each Richardson QuickSkills™ course consists of three parts:

- **Part 1** consists of 20 to 30 minutes of interaction, individual feedback, and coaching.
- **Part 2** contains eight to twelve, one to two-minute just-in-time support tools such as QuickTrainer Lecturettes and Role Plays.
- **Part 3** provides an interactive assessment test, feedback, and score, followed by a personal action plan.



**“The quality of the Richardson QuickSkills™ is fundamental to our success. The content and design is the best I have seen. Sales representatives who have participated in the QuickSkills™ consistently and significantly outperform other reps in our salesforce.”**

– Sr. Vice President  
Leading Global Professional  
Services Firm

**Learn More:  
Contact the Richardson  
Team at 215-940-9255**

**or visit us on the web at  
[www.richardson.com](http://www.richardson.com)**



**RICHARDSON**

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# QuickSkills™

## Plan to Succeed

### Benefits of Richardson QuickSkills™

- Highly interactive — intensive coaching and feedback
- Modular — small bites
- Proven — based on nearly 30 years in the classroom with global leaders
- Comprehensive — largest sales eCurriculum available
- Flexible — can be used stand-alone or blended with Richardson’s instructor-led training or existing training
- Substantive — strong content with specific feedback, teaching points, and tools
- Product neutral — scenarios are realistic and the focus is on priority challenges and skill, not the story line
- Customization — can be tailored to specific industries, functions, or business issues based on client needs

### Richardson QuickSkills™ Quick Facts

- Utilization — up to three times higher than the industry averages
- Professional Services — Richardson’s QuickLaunch™ process supports smooth implementation, executive buy-in, technical integration, and internal marketing
- Management Support — Richardson QuickGuides™ provides a turn-key process so that managers can coach and reinforce learning.
- eLearning Hosting — Richardson offers clients a complete hosted solution
- Interoperability — Richardson QuickSkills™ are SCORM and AICC
- Compliant — Has been Integrated with over 40 LMS systems

### Richardson QuickSkills™ Rapid Customization

Richardson has developed a content creation and publishing wizard that allows Richardson to offer a more rapid design and development of customized and tailored eLearning programs. By allowing Richardson to customize more efficiently, Richardson can fully answer the needs of our global clients with programs that can be developed to directly reflect your company’s specific issues, sales opportunities, and situations, as well as international and industry-specific scenarios.

### About Richardson

Richardson ([www.richardson.com](http://www.richardson.com)) is a global sales training and performance improvement company that helps leading organizations improve sales results. We do this in three ways. We analyze the structure and talent of your salesforce, we train and develop your sales team, and we continue that development through coaching and reinforcement. Richardson equips your sales leaders and salesforce with the skills and strategies they need to win in today’s complex selling environment. What is unique about Richardson is how we create truly customized solutions that change behavior and provide measurable results.



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