DEVELOPMENT

TRAINING LIBRARY

While Tribal Habits allows you to rapidly capture and share your own expertise, sometimes you just need a completed solution. Our **DEVELOPMENT** library provides a range of ready-made training topics on important areas of development for all staff and managers.

You can accelerate a training roll-out, fill gaps within your internal expertise, or even unlock topics to use as a customisable template (with our **CREATOR** plan).

DEVELOPMENT LIBRARY FEATURES

High-quality training content

Our topics are created internally at Tribal Habits using proven subject matter experts. We don't licence or re-use content from old courses or overseas presenters. Our topics are carefully designed for Australian employees in modern organisations.

Consistent and modern experience

Each topic uses the powerful Creator tools in Tribal Habits to capture and share content. As a result, all topics have the same navigation, layout, flow and style. They work as a complete set of training topics with a consistent experience for your staff.

Integrated two-way data capture

Topics include standard polling on staff outcomes and experience, so you can monitor results consistently across topics. Many topics also capture feedback and ideas from your staff on a wide variety of issues, providing valuable data for your organisation.

Styled in your organisation's branding

Our Development topics can be imported into your own branded, secure Tribal Habits portal. This means topic appears in your organisation's branding and is available 24/7 to your staff in any location.

Re-useable templates and downloads

Our topics include templates and downloads for your staff to adapt and use in their roles. This may include checklists, client handouts or management tools.

Add ideas, tips and advice from your staff

Many Development topics allow your staff to contribute ideas, tips and tricks from their experience in your organisation. This means each topic evolves over time as it combines ideas from your organisation and with the best practices presented in the topic.

Built-in on-the-job activities and reporting

Most Development topics include on-the-job activities. These activities help your staff turn good ideas into practical outcomes in their roles. On-the-job activities include detailed reporting and can be integrated with on-the-job coaching from managers or supervisors.

Automated enrolment, reminders and notifications

Development topics have all the same powerful training automation features as any of your own Creator topics. You can automate self-enrolment libraries based on staff demographics, manage variable due dates, and enable various notifications for learners, managers and other stakeholders. We also track professional development hours and all Development topics are already FPA-accredited for Financial Planning CPD.

Use stand-alone or combine with your content

Development topics can be used as a stand-alone solution for a complete training library for your staff. Or you can add our Creator plan to seamlessly combine your content with our Development topics. You can even use learning pathways to combine all topics with common branding and navigation.

Plans start from $5 per active user per month with no fixed contract, or lock-in discounted annual plans.

Tribal Habits

EXAMPLE DEVELOPMENT TOPICS

Best practice listening skills

Best practices in client service

Building trust in the sales process

Building your influencing skills

Coaching and developing staff

Communicating effectively in the workplace

Conducting effective client review meetings

Confident and effective business networking

Creating a personal training plan

Creating a professional LinkedIn profile

Creating sales momentum and closing deals

Defining your ideal client

Delegating as a manager or leader

Designing presentations that engage

Developing a compelling value proposition

Discussing performance with staff

Emotional Intelligence 101 for professionals

Generating upselling and cross-selling

Introduction to effective decision making skills

Managing and resolving conflict

Managing staff training for success

Marketing tactics to help client referrals

Motivating your staff and teams

Negotiation skills for professionals

Obtaining client referrals and references

Presentation skills which build presence

Professional business writing skills

Recognising and rewarding staff performance

Running a training needs analysis

Sales proposals and engaging writing skills

Sales proposals and great executive summaries

Sales proposals and managing the process

Sales proposals and pitching for success

Setting expectations with staff and teams

Staying productive: Managing internal meetings

Staying productive: Managing your emails

Staying productive: Managing your priorities

Strategies to boost repeat business

Successfully helping upset clients

Successfully responding to client objections

The five core skills for leadership

Understanding and managing client expectations

Understanding the client buying cycle

Writing effective position descriptions

And more added every month...

LET'S GET STARTED

LEARN MORE

You can learn more about Tribal Habits at tribalhabits.com. See examples of Development topics, organise a virtual demo, review pricing and plans or sign-up for a free trial portal.

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