



Making Learning Stick

eBook

86% *Of What We Read Or Listen To
Is Gone From Our Memory In A Matter Of Days*

Source: *This is How We Learn*, Cerego State
or Learning Learning 2019

Refocus: eBook Contributors

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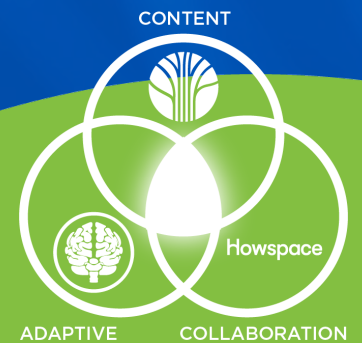
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Richard is the Senior Vice President at New Horizons, and is responsible for product vision, product strategy, product design, and the delivery of customer centric digital solutions to improve peoples' lives through education.

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As Director of Digital Content and Learning Services, Brian is leading Learning Tree's effort to modernize blended learning and create an ecosystem of learning that empowers careers and supports organizations.



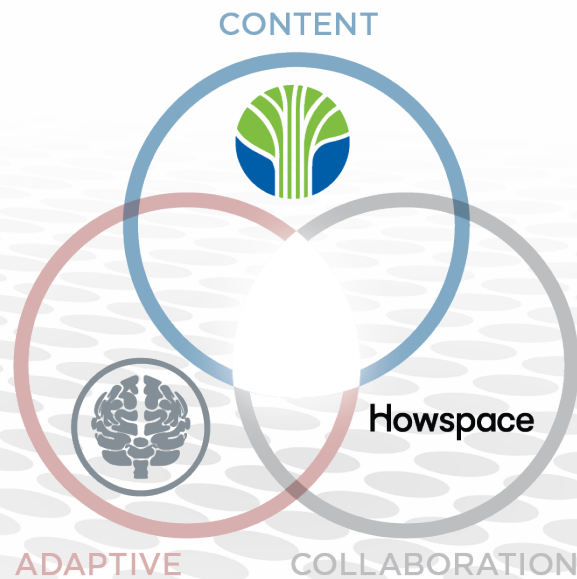
CHALLENGE:

One-on-one tutoring is the learning gold standard.

But how is that possible today?

Discover What We Learned...

Presented By:

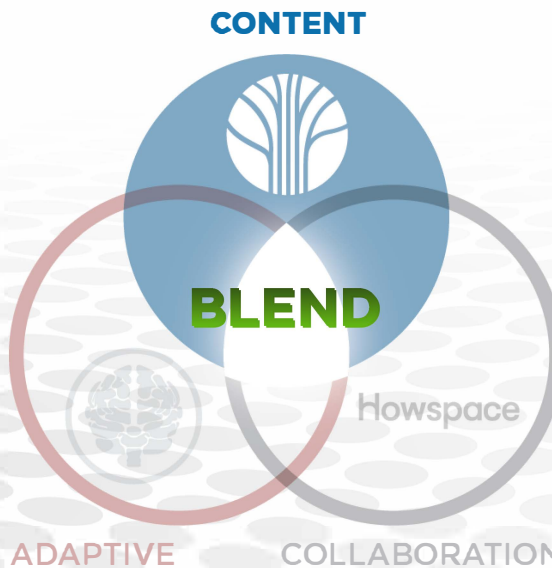


INSIDE THIS eBOOK:

CHAPTER 1: Ask The Right Questions	4
• Start with the End in Mind: CASE STUDY	6
CHAPTER 2: Social Collaboration and Learning	8
• Learning Ideology	9
• Social Collaboration & Learning Trends	10
• Social Collaboration Learning Focus	11
• A Solution For 70-20-10 Learning	12
CHAPTER 3: Intelligent, Adaptive eLearning	13
• What is Adaptive Learning?	14
• How It Differs	15
• Unique Paths To Proficiency	16
• Outcomes	17
• Actionable Data	18
CHAPTER 4: Conclusion	22
• Next Steps	23
APPENDIX	24

CHAPTER 1

Ask The Right Questions



“

Only 12% of learners apply the skills from the training to their job.”

- Harvard Business Review

“

e-learning alone - or self-paced- completion rates average only 13%, while pairing e-learning with mentored learning including weekly tasks/deadlines improves utilisation to 90%”

- Dropout Rates Of Massive Open Online Courses: Behavioural Patterns (Warwick Wrap: 6th International Conference On Education)



CONTENT & TRAINING EXPERTS

SOLVING THIS ISSUE!

86% of what we read or listen to is gone from our memory in a matter of days



ADAPTIVE LEARNING



SOCIAL COLLABORATION PLATFORM

WHAT IFs?

Questions we asked in this eBook journey:

- What if your workforce had instant access to help – **from a community of learners while they were working?**
- What if your workforce had an **AI-backed eLearning experience that adapted itself to what each learner needs, before they know they need it?**
- What if instructors could **use data from those sources to focus on exactly what learners actually need help with?**
- *...and what if this could all be done virtually!*



CASE STUDY: ITIL® 4 Foundation

A personalized, blended learning environment guaranteed to save time, provide all the resources needed to pass the ITIL 4 Foundation exam, and get learners started on their ITIL journey

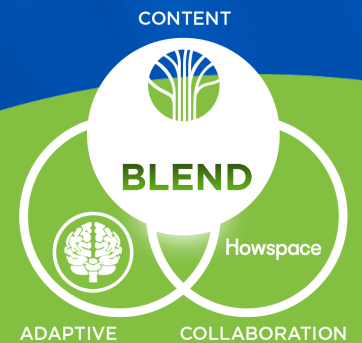
The Virtual Academy Includes Annual Access to:

- Online collaboration space
- Accredited adaptive online course
- Official digital book, official mobile app, and exam voucher
- Individual/group virtual workshops, as needed
- Options for discounted VILT/ILT events, as needed

ITIL® is a registered trademark of AXELOS Limited, used under permission of AXELOS Limited. All rights reserved.

We started with the end in mind:
Innovation in a Blended Model

- Over **100 organizations** in need of ITIL Foundation training amid COVID-19 Pandemic
- Average time to mastery: **6.5 hours**
- Annual one-click access for **continued project support and implementation** needs
- Custom, targeted **virtual sessions weekly** for those who need it



Instructor/SME/Academy Moderator Shares:

“This is the best way to learn in a blended personalized way. In the spirit of ITIL, we are constantly improving the course and experience. All the data we gather about performance helps us do that intelligently. It’s what we do in the university system”

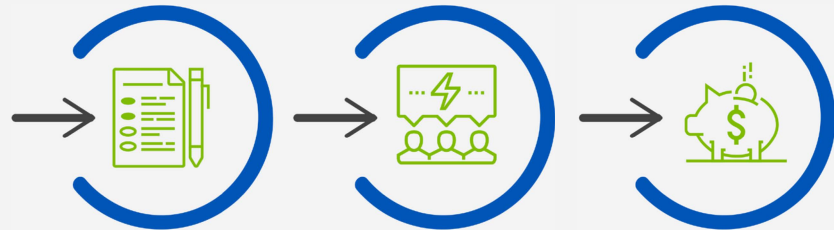
Ahmad K. Shuja

University of Oxford Tutor,
Online 'Leading Strategic
Projects' Program
Learning Tree ITIL, COBIT, TOGAF,
DevOps Instructor
Consultant/CEO Xceedure LLC



How It Works

Individual

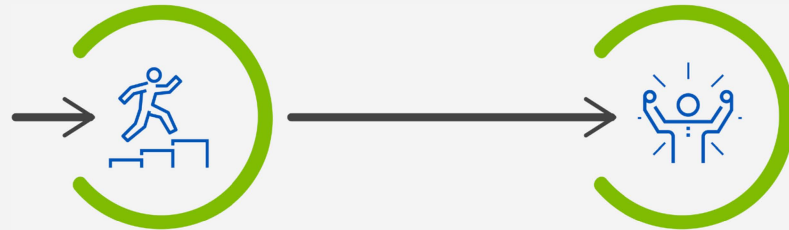


Because of the way you move through the Academy path, **YOU WILL PASS YOUR FOUNDATION EXAM - 100% GUARANTEED**

THE PEER-TO-PEER SOCIAL LEARNING AND SME ACCESS is ongoing to continue learning and practicing

YOU ARE GUARANTEED 30% OFF the remaining courses in the ITIL path to continue your journey to expert

Scaled Enterprise Programs



Our learners can move through this foundation certification **50% FASTER BECAUSE OF THE ADAPTIVE APPROACH**

That means you can **ADVANCE AT SCALE AND GET BEYOND FOUNDATION TO GET MORE BUSINESS BENEFITS** from ITIL, advancing your digital transformation

Expert Insights - Academy Program Moderator

“With insight into where learners are struggling - even when they can do so completely at their own pace - AND visibility into the nature of their problems and the application of their solutions, we can make best use of our in-person learning time.”

Brian Simms

Director, Digital Content and Learning Services, Learning Tree



CONTENT



ADAPTIVE

COLLABORATION

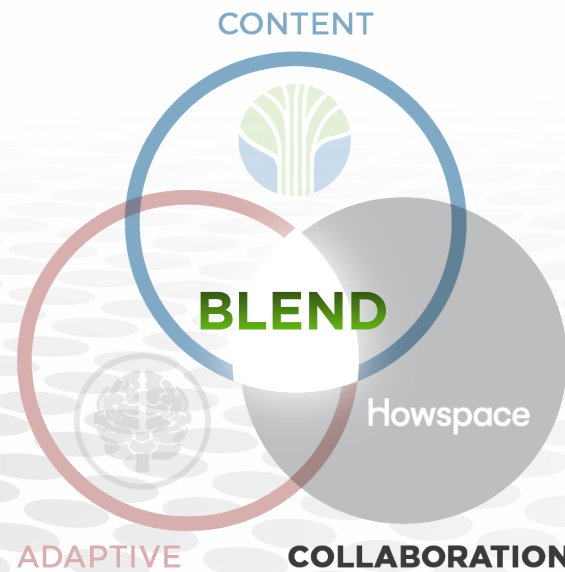
CHAPTER 2

Social Collaboration and Learning

“

86% of employees and executives cite lack of collaboration or ineffective communication for workplace failures”

- Salesforce



Learning Ideology

Howspace

SOCIAL COLLABORATION
PLATFORM

Learning...

- Is shifting **from content to social connections and relations**
- Happens in **communities and cohorts through dialogue**
- Opportunities need to be **available when needed, and where needed**
- **Needs to be easy and fast to consume**
- Must be **tightly connected to work and peer-to-peer exchange**
- Service providers and facilitators become **learning architects**



Social Collaboration & Learning Trends

Howspace

SOCIAL COLLABORATION
PLATFORM



**Community-based
social learning**



**Fast interaction and
micro interventions**



**Dialogue based
learning**



**Virtual facilitator
access**



**Access to learning
available at all
times, regardless of
place and device**



Contextual learning



**Quick sense-making
supported by AI**



Social Collaboration Learning Focus

Traditional
eLearning

Facilitation
on demand

Online sessions &
workspace

Facilitated
group discussion

Blended
learning

F2F

Self-paced Learning

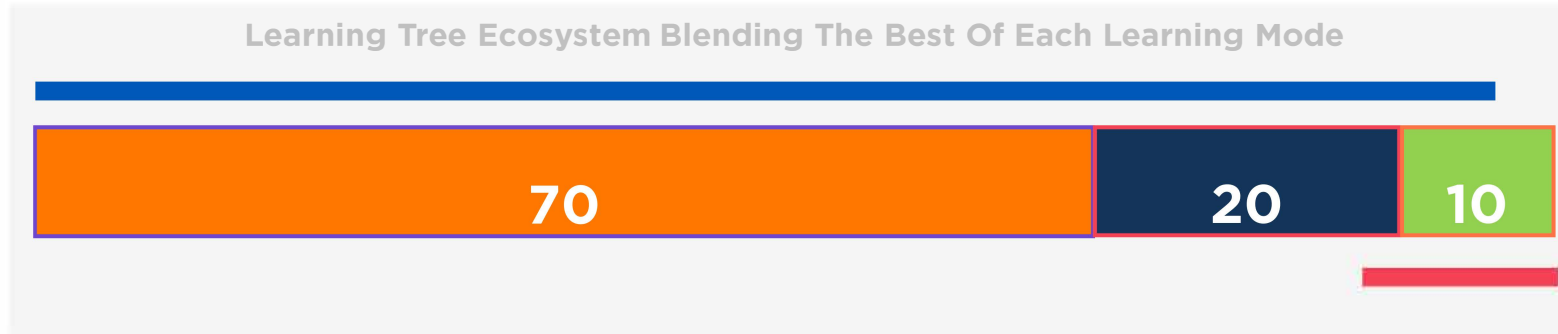
- Howspace supports facilitated learning processes and enhances learner to learner exchange.
- Facilitated dialogue and contextual learning.
Supported by AI, also available to learners.



A Solution For 70-20-10 Learning

Howspace

SOCIAL COLLABORATION
PLATFORM



Howspace learning

Traditional learning

70 - On-the-job learning through experiences and reflections, dialogue

20 - Mutual learning - peer learning - collaboration and dialogue

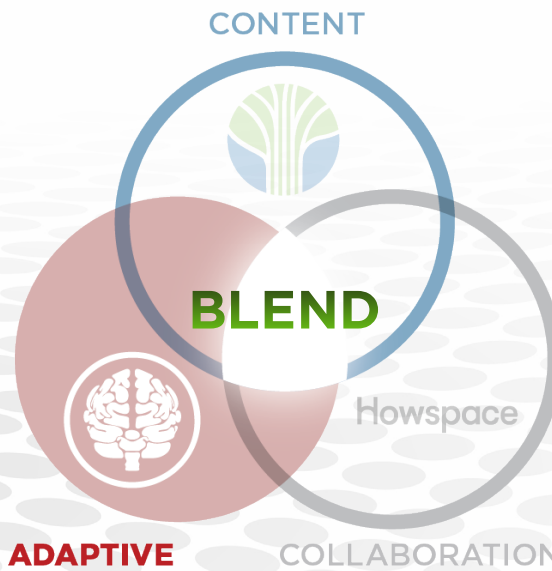
10 - Formal learning, content focus, courseware

True 70-20-10 blended learning experience resulting in enhanced learning experience, improved dialogue, learner engagement and sustained learning impact.



CHAPTER 3

Intelligent, Adaptive eLearning



“

*[...] regardless of ability,
the majority
(95 percent) judge
themselves as better than
they actually are”*

- Psychology Today

What is Adaptive Learning?

- An online delivery method that **automatically adjusts to the needs of each learner.**
- Recreates at scale the **optimal teaching approach of a one-on-one personal tutor.**
- Uses proven data analytics and intelligent technologies to **adjust in real-time** to deliver an optimal experience.

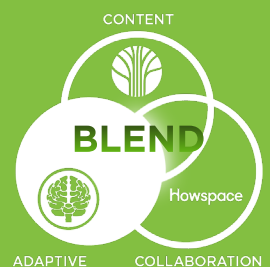


How It Differs

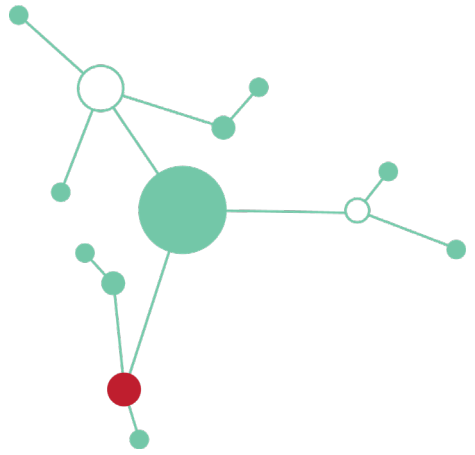
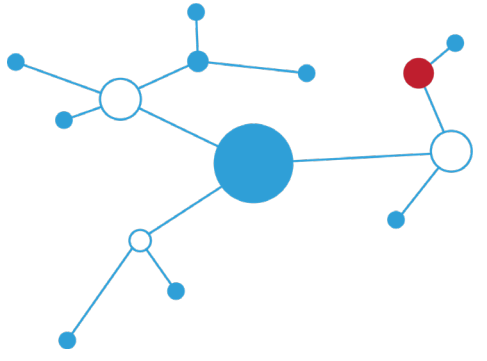
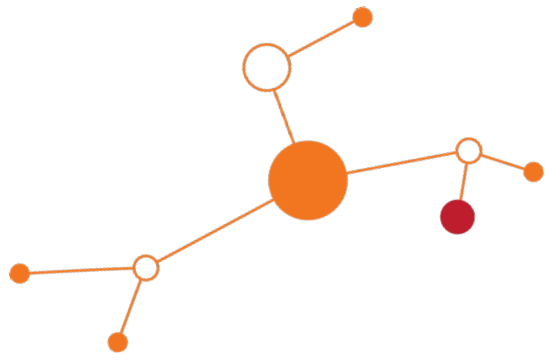
Examples of how Adaptive Learning differs from traditional e-learning

Traditional E-Learning	Adaptive Learning
<ul style="list-style-type: none">• The same for everyone• Content first - the questions• Ignores what the student already knows• Starts from the beginning every time	<ul style="list-style-type: none">• Adapts to the individual• Only shows content when it is necessary• Takes into consideration what the student already knows• Follows up on what the student is having trouble with

One size fits none!



Unique Paths To Proficiency



Final
Learner 1
 100% proficient
 8m 25s

Initial
 88% correct
 9% consciously incompetent
 3% unconsciously incompetent

Final
Learner 2
 100% proficient
 19m 39s

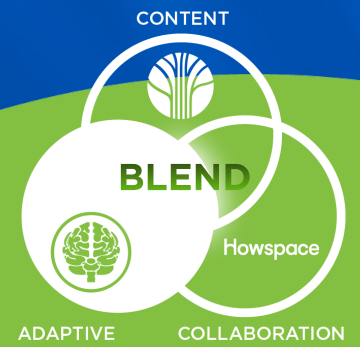
Initial
 52% correct
 7% consciously incompetent
 41% unconsciously incompetent

Final
Learner 3
 100% proficient
 33m 40s

Initial
 47% correct
 29% consciously incompetent
 24% unconsciously incompetent

Not all adaptive learning is created equal.

Tutor-like, intelligent adaptive learning does not use inference models, but instead uses a **biological model** simulating the way people actually learn.



Outcomes

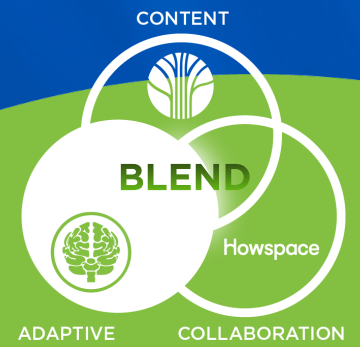
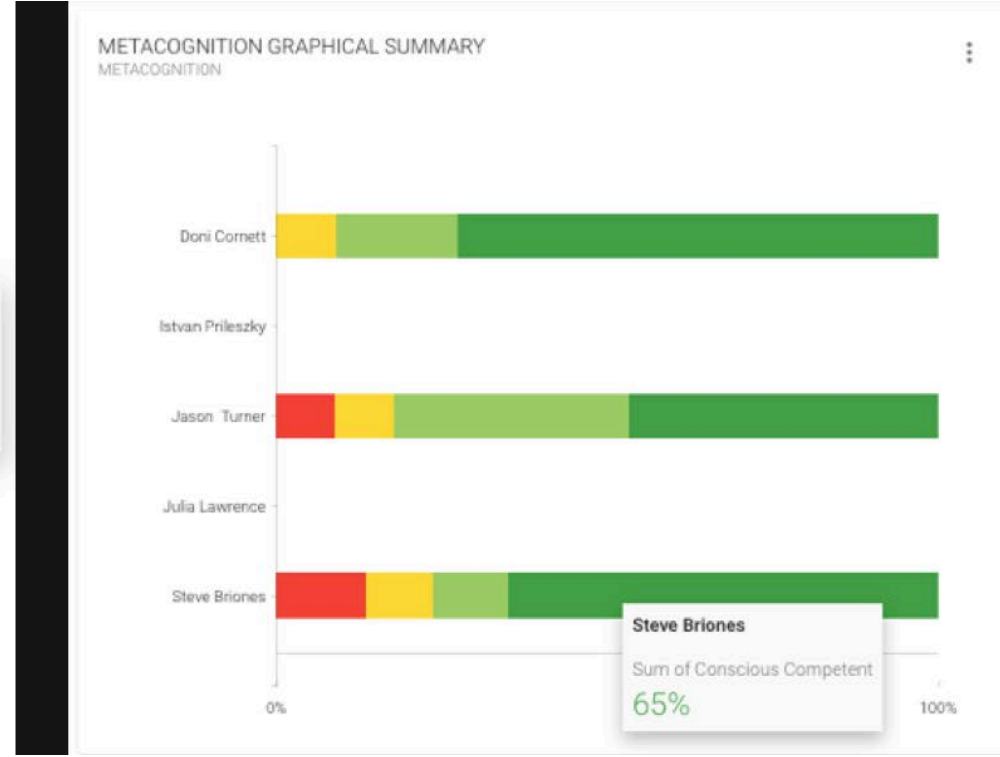
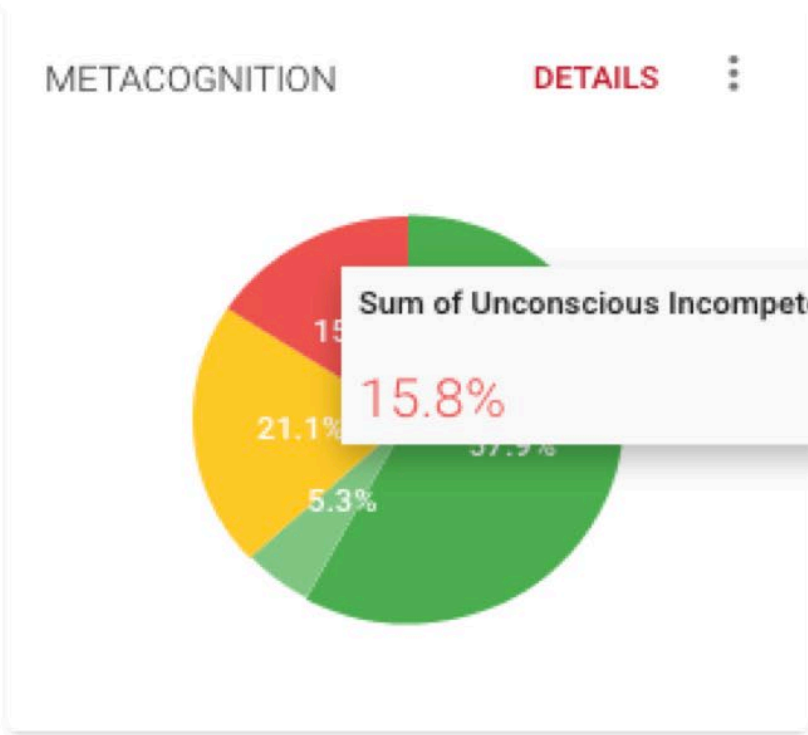
- Compared to traditional online or classroom training:
 - **Cuts training time in half**
 - Creates higher **proficiency**
- Uncovers and fixes **unconscious incompetence**
- Eliminates **boredom and frustration**
- **Improves business outcomes**



Actionable Data

The result is a graphical summary of each learner's metacognitive data.

With this intelligence, reinforcement can be applied where it is needed most, and more targeted instructor training decisions can be made.





Coaches, managers, and instructors get insight into what the need to refresh and focus on the most.

? LEARNING OBJECTIVES DIFFICULTY



Learning Objective	Average Score
Understand the financial consequences of breaches of the General Data Protection Regulation	41%
Define what personal data is	100%
Remember who is included in the term 'natural person'	56%
Explain why the General Data Protection Regulation exists	67%
Remember where the regulation for the protection of personal data applies	55%
Separate sensitive and general personal data	67%
Explain when the data protection rules apply	36%
Describe the role of the controller	38%
Recall which duties apply to the controller in case of a breach of security	50%
Describe what processing is	91%
Explain what applies to physical registration of personal data	75%

? THE HARDEST LEARNING OBJECTIVES



<input type="checkbox"/>	#	Learning Objective	Average Score
<input type="checkbox"/>	1	Explain when the data protection rules apply	36%
<input type="checkbox"/>	2	Describe the role of the controller	38%
<input type="checkbox"/>	3	Understand the financial consequences of breaches of the General Data Protection Re...	41%
<input type="checkbox"/>	4	Identify what should be demonstrated by companies, organizations, EU institutions an...	50%
<input type="checkbox"/>	5	Recall which duties apply to the controller in case of a breach of security	50%

1-5 of 13



CONTENT



ADAPTIVE COLLABORATION



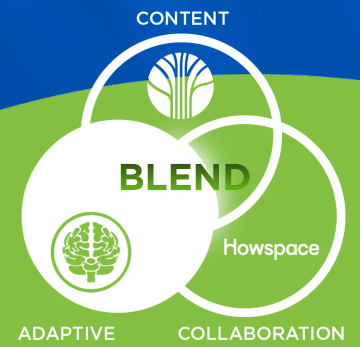
Learner = Jason Turner

Module = GDPR DEMO - EN

Analytics > Activity Log

Date	Learner	Question	Score	Confidence	Result	Confidence Label	Time
2019-03-08	Jason Turner	The reason for the existence of the Ge... (19)	-	-	-	-	7m 46s
14:42:35	Jason Turner	Understand the financial consequence... Slide 44961	100	15%	CORRECT	Not sure	26s
14:43:29	Jason Turner	Remember where the regulation for th... Slide 44964	100	15%	CORRECT	Not sure	29s
14:44:51	Jason Turner	Explain why the General Data Protecti... Slide 44940	100	15%	CORRECT	Not sure	1m 4s
14:45:56	Jason Turner	Understand the financial consequence... Fill Blank 44942	100	15%	CORRECT	Think so	15s
14:46:41	Jason Turner	Remember where the regulation for th... Categorize 44965	60	23%	PARTIALLY CORRECT	Think so	53s
14:49:29	Jason Turner	Explain why the General Data Protecti... Fill Blank 44943	0	43%	WRONG	Not sure	19s
14:50:47	Jason Turner	Remember where the regulation for th... Slide 44964	100	49%	CORRECT	Got it now	27s
14:52:09	Jason Turner	Explain why the General Data Protecti... Slide 44940	100	51%	CORRECT	Not sure	9s
14:54:02	Jason Turner	Explain why the General Data Protecti... MCQ 44944	100	64%	CORRECT	Think so	10s
14:54:13	Jason Turner	Remember where the regulation for th... MCQ 44963	0	72%	WRONG	Think so	41s
14:55:43	Jason Turner	Describe the role of the controller Slide 44946	100	72%	CORRECT	Not sure	20s
14:56:26	Jason Turner	Remember where the regulation for th... Categorize 44965	80	74%	PARTIALLY CORRECT	Think so	33s
14:57:49	Jason Turner	Describe the role of the controller MCQ 44945	50	91%	PARTIALLY CORRECT	Not sure	32s
14:58:23	Jason Turner	Describe the role of the controller Slide 44946	100	95%	CORRECT	Got it now	25s
14:58:49	Jason Turner	Describe the role of the controller Fill Blank 44949	50	95%	PARTIALLY CORRECT	Not sure	32s
14:59:22	Jason Turner	Describe the role of the controller Slide 44946	100	95%	CORRECT	Got it now	3s
14:59:26	Jason Turner	Describe the role of the controller MCQ 44945	100	95%	CORRECT	I know it	11s
14:59:45	Jason Turner	Remember where the regulation for th... Slide 44964	100	98%	CORRECT	Got it now	5s
14:59:51	Jason Turner	Remember where the regulation for th... MCQ 44963	100	98%	CORRECT	I know it	10s

Learner data isn't lost in black-box AI. The journey of each learner is traceable – you can SEE the learners improving and they path they took to mastery.

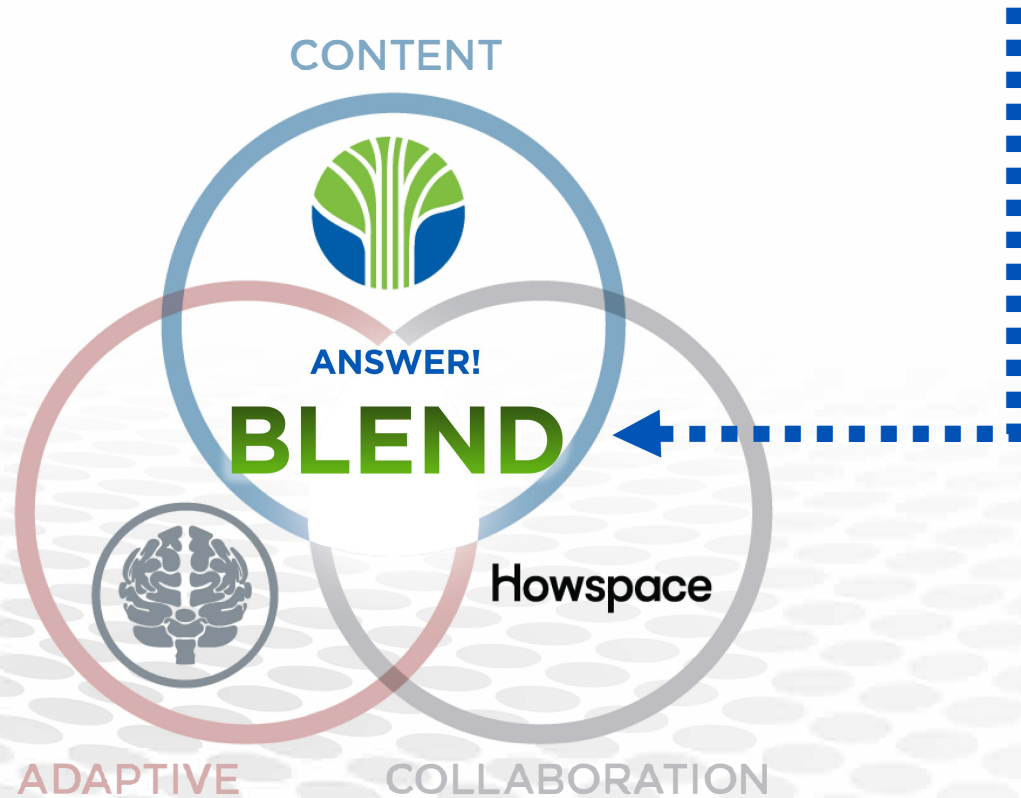


CHAPTER 4

Challenge Conclusion

The question we asked at the beginning of this eBook:
One-on-one tutoring is the learning gold standard.

But how is that possible today?

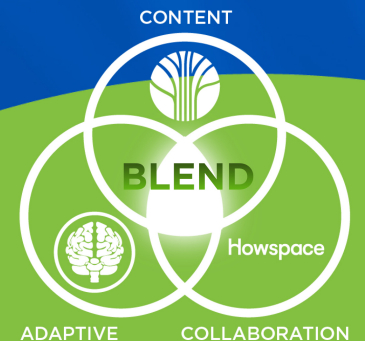


“

*The key to effective virtual learning is creating the **right blend of components.***

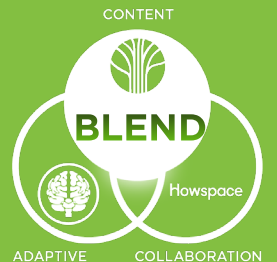
*[...] When designed correctly, it can be as **effective, if not more effective, than traditional classroom instruction.** In addition, virtual learning provides **resiliency and flexibility** for unforeseen future events.”*

- ChiefLearningOfficer.com

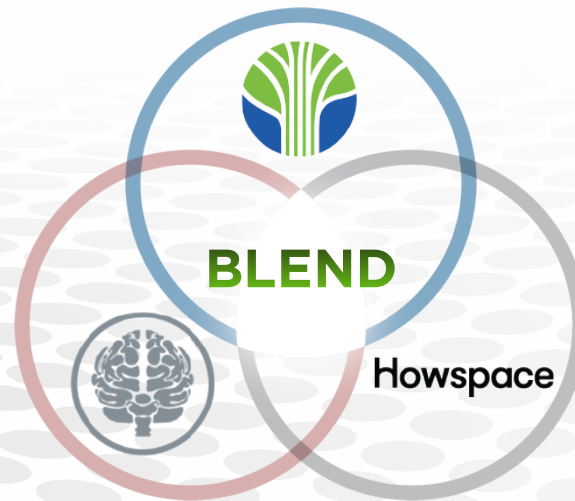


Next Steps

- Test Drive an Adaptive Module
- *or Free:*
[LearningTree.com/Adaptive](https://www.learningtree.com/Adaptive)
- Level up your purchasing power and invest your training budget wisely:
[LearningTree.com/Budgets](https://www.learningtree.com/Budgets)
- Try our ITIL Adaptive Virtual Academy:
[LearningTree.com/ITILAcademy](https://www.learningtree.com/ITILAcademy)
- Browse our broad library of IT and Management Training Solutions:
[LearningTree.com/Training](https://www.learningtree.com/Training)



Appendix



Why Area9?



+20 years of research in human factors, learning science and computer science

and most importantly...

The expertise in what really impacts learning



Powered learning of over **30m students** in over **2,000 products** - exit in 2014 & Area9 Lyceum re-launched in 2018 with **\$32M investment**



Collected **billions of learning data-points**



How does Howspace work?

The three key elements for sustained learning impact

Howspace

SOCIAL COLLABORATION
PLATFORM

1.

Easy and secure, **one-click access** to the online collaboration space anywhere on any device.

WORKSPACE = Dedicated digital environment for a given context, learning process and audience

2.

State-of-the-art **facilitation features** for effective social learning. Focus on the relevant context, social media like interaction, team and individual exchange, real-time learning.

PAGE = Stages of the learning process within a Workspace

3.

Artificial intelligence for sense making, based on facilitated dialogue: Interactive word-cloud, analytical summaries and relevant theme clusters.

CONTENT CONTAINER = Structural elements for building pages/templates within a Workspace

WIDGET = Working method e.g. chat, image, video, exam, file share, assignment, checkpoint, transition pulse, content embed etc.



Learning Tree's Global Capabilities – Serving Learners *No Matter Where They Are*

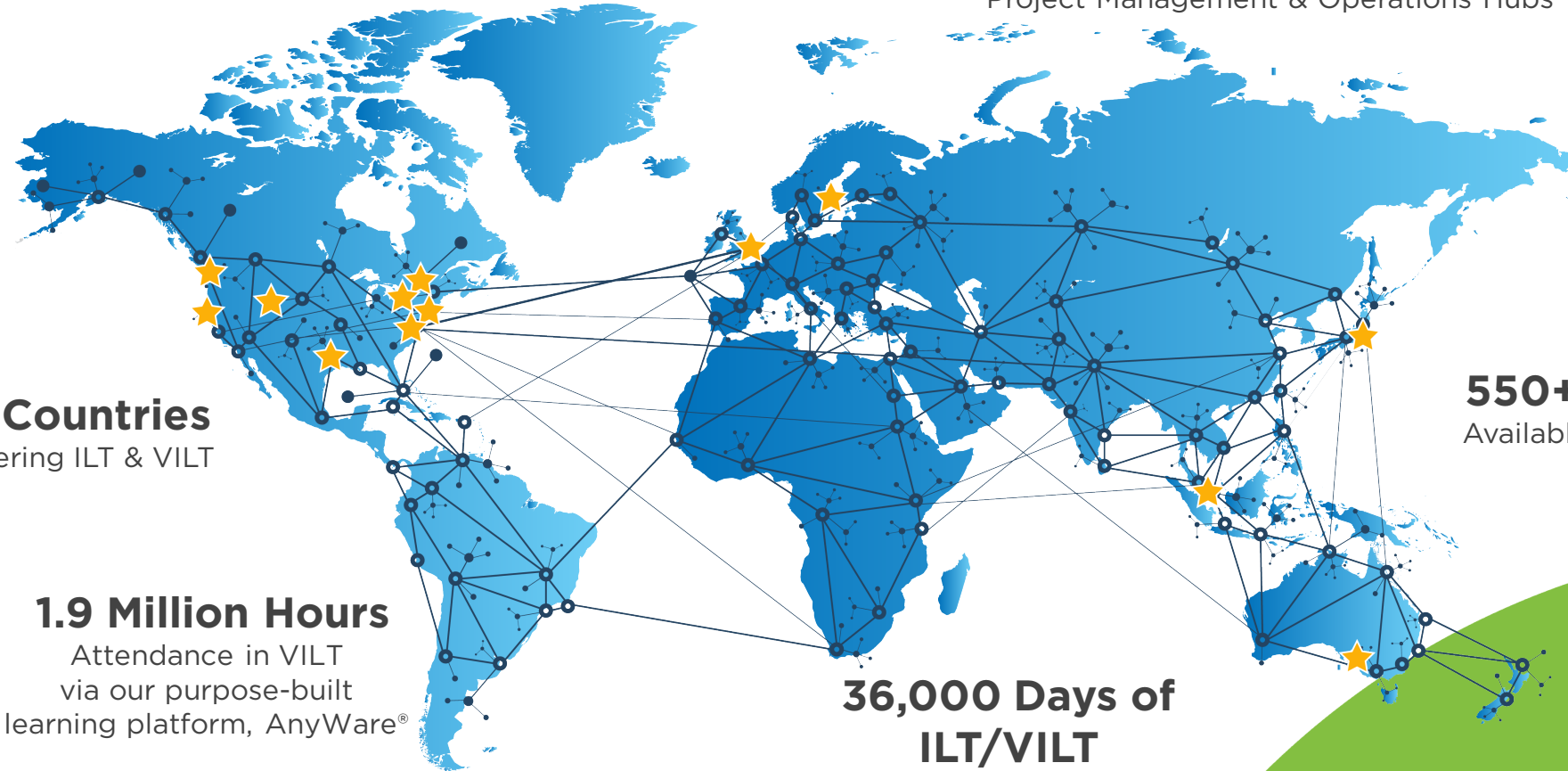
3-Minute
Video 

Local In-Country Consultants & Instructors

for Cultural & Legislative Alignment; Cost Efficiency

Learning Tree Education Centers

Project Management & Operations Hubs



115 Countries

Delivering ILT & VILT

1.9 Million Hours

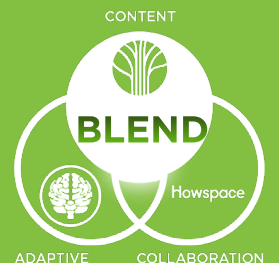
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via our purpose-built
learning platform, AnyWare®

**36,000 Days of
ILT/VILT**

Delivered in Local Languages

550+ Courses

Available Worldwide



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for embracing a *#CultureOfLearning*

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