



Doing More with Less: Drive Performance with Fewer Distractions



Uber Freight

Southwest



Outreach

databricks

Lucidchart

- Customer Enablement Consultant
- Enablement Evangelist
- President, ATD Nebraska
- Boy mom and bookworm



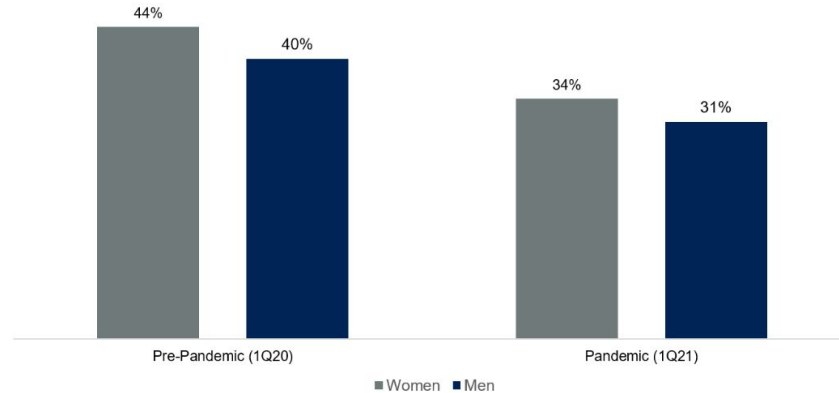
Over the last few years, everything about **how we work** has changed

2018	2022
Average # of SaaS Apps: 18	Average # of SaaS Apps: 137
In-Office Work	Hybrid
Average job tenure: 5 years	Average job tenure: 2 years
Software Updates Once a Year	Software Updates Daily
Business is done in-person, through emails or calls	Business is done virtually through 20+ channels

Productivity is high, performance is down.

High Performers, Before and During the Pandemic

Measures of Enterprise Contribution, by Gender



Q: In your job, how effective are you at achieving the following results...(7 performance measures)
2020 Critical Skills Employee Survey (n=2,640), 2021 Gartner Workforce Resilience Employee Survey (n=3,675)

How do we perform higher by
doing less?

Define and assign actions **you** care about...

Analyze and prioritize your work. This can be done as a team or individually.

1. Draw a line down a piece of paper
2. Identify where you want to have better results (tool adoption, revenue, project planning)
3. Left: Tasks or activities you do in that area (training, coaching employees, data analysis)
4. Right: Your biggest wins in that area; this is your chance to brag a little!
5. Draw lines of connectivity
6. Circle all the activities that gave you those wins.
7. Stop, minimize, or delegate

Create better focus with scenario-based planning.

Managers



Front-line staff

1. Define actions they must either start or stop doing right now
2. Assigning action items to each team member

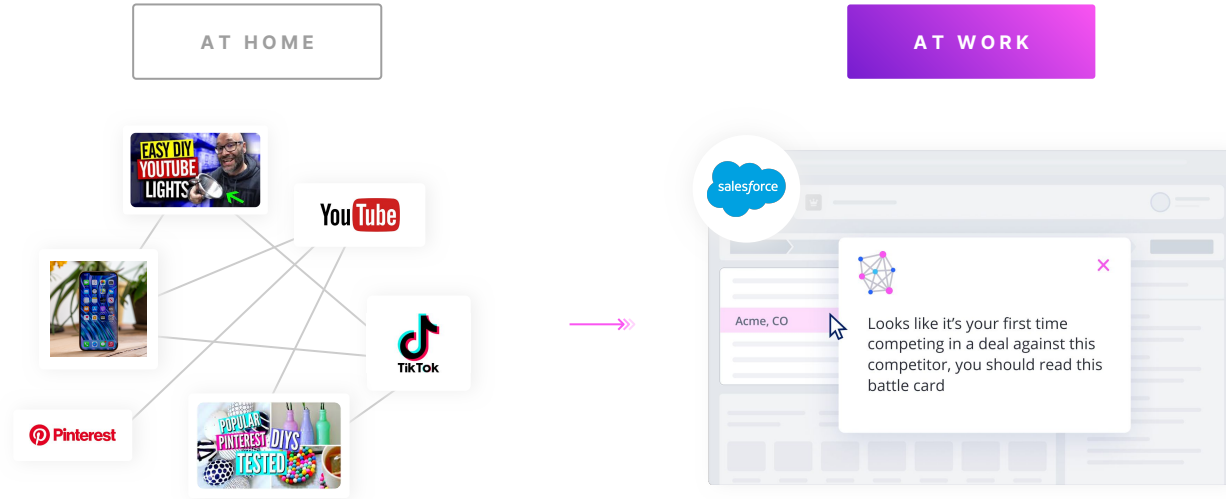
Playbooks for sustainability

- A Playbook of scenario-independent strategic actions
 - Scenario-specific moves
 - Agile and allows for substitutions when scenarios change

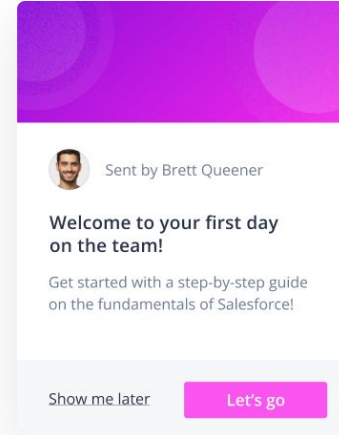
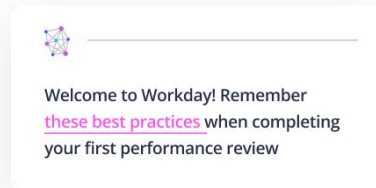
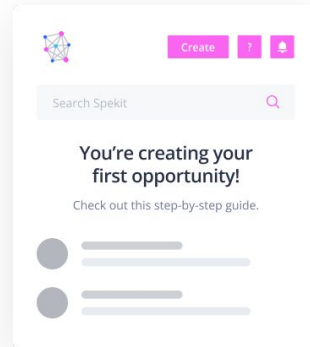
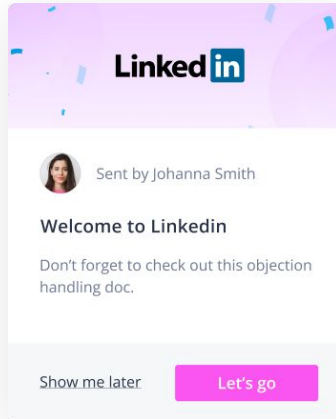
The solution is right in front of us:

**Enter the future of learning at
work**

Learning is personalized and just in time



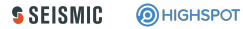
You're not digging for answers, answers find you



Introducing: Spekit

Content sources

Enablement Content



LMS Content



Content Stores



Where employees spend time

Core GTM tools



CHORUS

Communication tools



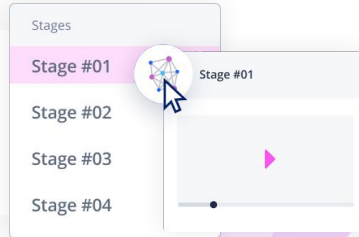
zoom



Spekit, the all-in-one Digital Enablement companion

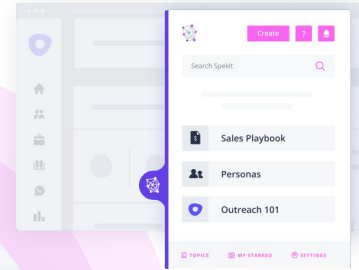
1

Accelerate onboarding and tool proficiency with self-guided learning



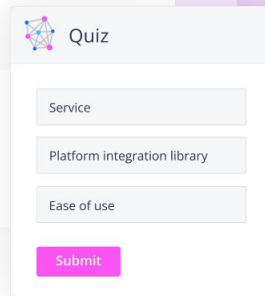
2

Drive productivity with knowledge at your fingertips



4

Learn as you work with learning in your workflows *Roadmap



3







Enable change Reduce support + training time with in-app alerts



Get started in minutes

Tool Training Content Library Best Practices

Spekit Library

 Outreach 101	 SEISMIC Onboarding	 Lightning 101
Follow this step by step tutorial on how to get started in Outreach.	Get the most from your content in Seismic with this topic!	How to set up an account name for your environment.
 SALES NAVIGATOR Best Practices	 CPQ Create a quote	 MEDDIC Playbook
Link your workflows by providing the context your team needs.	Import the key metadata for your project.	Everything you need to know about the MEDDIC sales methodology!



Uber Freight



Own{backup}



LEVEL
ACCESS



Chargebee



PagerDuty



H₂O.ai



KnowBe4



saltmine



Digital River



Demo