

# Red Grove

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eTraining for Business

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a service of



**RED DOG**

[www.red-dog.com](http://www.red-dog.com)

- Currently defined training goals & requirements
- **Red Grove** - eTraining for Business
- References
- Use case scenarios
- Next Steps

# Your Training Requirements & Goals

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- Training Requirements :
  1. -
- Training Goals :
  1. -
- Important Comments :
  1. -

- eTraining project development
  - Project goals driven by Business goals
  - Make the business case
- Course development - ADDIE model
  - **A**nalyze - **D**esign - **D**evelop - **I**mplement - **E**valuate
  - Pedagogical support
  - Template based rapid course development
  - Best of breed content authoring tools for SCORM compliant courses
- Web based LMS (Learning Management System).
  - No installation required
  - Available 24/7 worldwide over the web
  - Pay-as-you-go : monthly rental + course delivery fee
  - SCORM compliant
  - > 7.000 courses served

# eTraining Project Development

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- Define business objectives for training project
  - Desired business outcome (*i.e. Increase sales*)
  - Target audience (*i.e. Sales staff : Internal & Resellers*)
  - Desired learner outcome (*i.e. Better product knowledge & improved sales skills*)
- Define strategy
  - Content & Teaching material : available - required - desired
  - Resources : available - required - desired
  - Training approach : online / offline / Blended Learning
  - Rollout & Followup approach
- Business case
  - Project definition
  - Project budget
  - Project plan

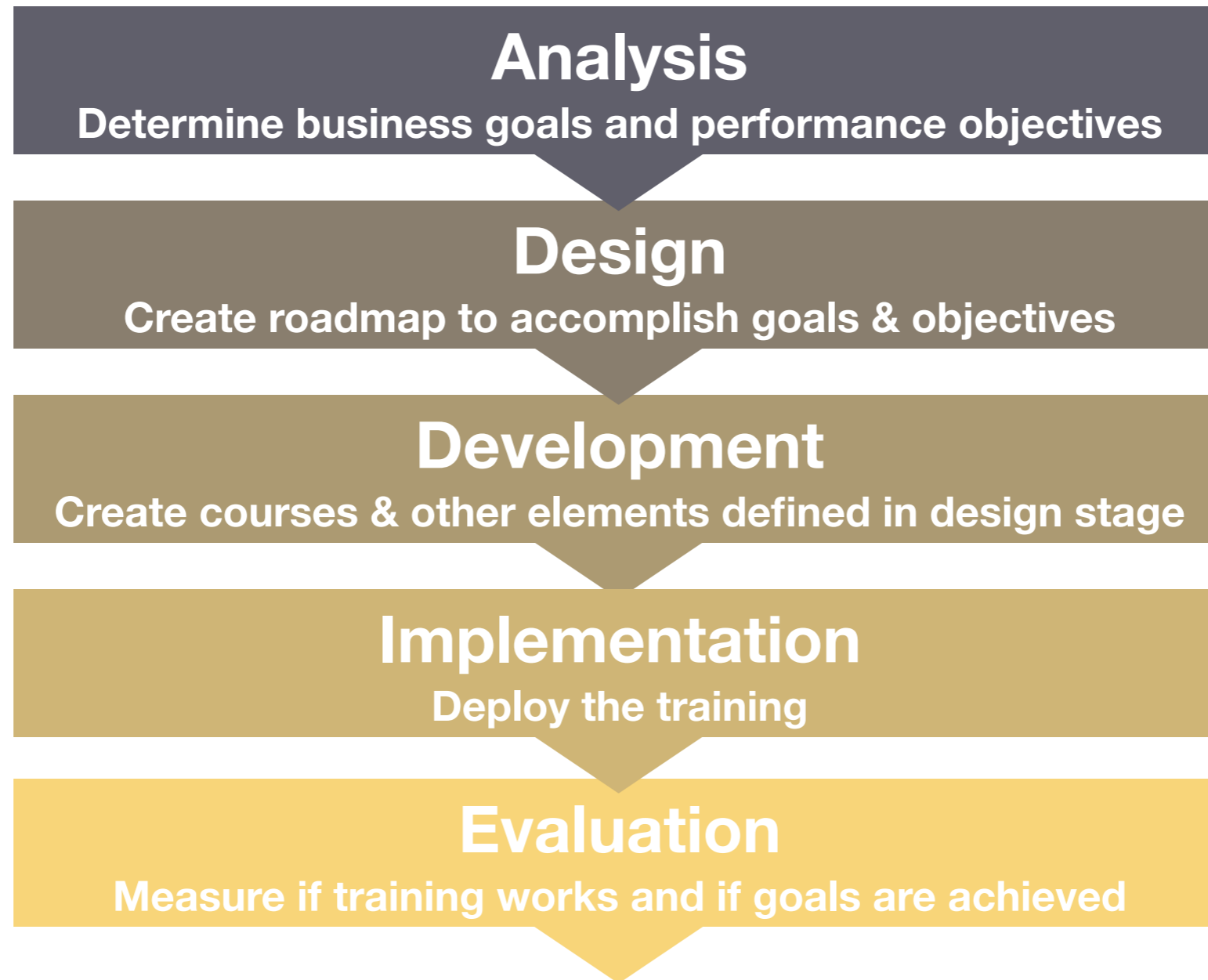
# Course Development

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- **ADDIE** : model for instructional course development
  - Analyze - Design - Develop - Implement - Evaluate
- Pedagogical support
- Template based rapid course development
  - Text - Image - Audio - Video templates
  - Branching scenario soft skill simulation
  - Definitions
  - Step-by-step process
  - eTraining games : puzzle - memory - categories - risk
  - Quiz : true/false - multiple choice - multiple correct - fill in blank - drag/drop
- Best of breed content authoring tools for Flash/XML based content
- SCORM compliant courses

# ADDIE model

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The screenshot displays the Red Grove LMS front end for a user named Laëtitia Perruzza. The interface includes a navigation menu with options like Home, Catalog, Help-FAQ, MyGrove, Network, EN | FR, MyContent, and MyAccount. A search bar and social media icons are also present. The main content area is divided into sections: 'My current content' and 'My Certificates'. The 'My current content' section contains a table with the following data:

Content	Lang.	Start date	Author	Status	Report	Delete
Apprendre efficacement à taper sur le ...	EN	2008-07-03 09:01:45	Laëtitia Perruzza	In Progress		✘
Introduction au HTML	EN	2008-04-17 15:24:04	Pierre-Etienne Chausse	In Progress		✘

The 'My Certificates' section contains a table with the following data:

Content	Lang.	Start date	Author	Result	
Test your HTML Knowledge	EN	2008-09-03 15:48:07	Pierre-Etienne Chausse	Completed	✘
Learn English with Karaoke	EN	2008-08-04 15:38:03	Edgar Wyler	Completed	✘
Apprendre efficacement à taper sur le...clavier	EN	2008-07-03 09:01:45	Laëtitia Perruzza	In Progress	✘

Additional elements include a 'Search in RedGrove' box, a 'Tags' section with '2010 powerbullet flash clavier email', a 'Help / FAQ' section, and a 'Your own Training & Test Portal' banner.

- Course Catalogue
- Course w/ multiple chapters
- Online tests - auto scoring
- Student tracking
- Personal space for learners
- Course certificates
- Custom student acquisition
- Automated post training events

**RedGrove**  
BACK OFFICE

You are here: Content  
What you can do: [Add new content](#) | [Edit selected content](#) | [View selected content information](#) | [Delete selected content](#)

Marc Verschaeren  
(Account admin)  
[My Account](#) [Logout](#)

Contents Users Reports CMS

Add content Groups Total content: 49 | Average rating: 0.27

ID	Name	Status	Traffic	Rating	Updated	Lang	Actions
842	Petit-déjeuner e-learning		10	0.00	17.01.2011	FR	
574	Money Laundering Global Course		8	0.00	12.01.2011	EN	
575	Demo IFBL		3	5.00	12.01.2011	EN	
586	Test QCM		7	0.00	12.01.2011	EN	
592	aTest_iSpring		4	0.00	12.01.2011	EN	
585	Test AML		4	0.00	12.01.2011	EN	
594	aTest_iSpring_and_Articulate		7	0.00	12.01.2011	EN	
603	Test_Articulate_		7	0.00	12.01.2011	FR	
627	Testing RKST		4	0.00	12.01.2011	EN	
703	CPR Training		8	0.00	12.01.2011	EN	
770	RedGrove Presentation		5	1.00	12.01.2011	EN	
780	Circuit Foil		6	0.00	12.01.2011	EN	
573	Money Laundering Test		6	0.00	12.01.2011	EN	
734	Présentation RedGrove avec iSp...		6	0.00	12.01.2011	EN	
832	Présentation de RedGrove		5	0.00	12.01.2011	EN	
113	Did you know?		5	2.00	12.01.2011	EN	
147	Introduction au HTML		5	1.00	12.01.2011	EN	
588	RedGrove Demo		9	4.00	12.01.2011	EN	
577	RedGrove Demo		8	0.00	12.01.2011	EN	
522	Premiers Secours : Notions de ...		5	0.00	12.01.2011	FR	

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Search  
Advanced search  
Search

Legend  
 Content is locked. Its structure can not be changed  
 Warning! There is something missing in this content  
 Content is published  
 Edit content  
 View content information  
 Delete content  
 Content is payable  
 Traffic increased  
 Traffic decreased  
 Traffic is stable

HELP / FAQ  
Back Office Help & FAQ:  
• [Back Office overview](#)  
• [How to create content](#)  
• [How to create a test](#)  
• [How to manage users](#)

- Web based back office
- Course management
  - Online / Offline course authoring
  - Import SCORM compliant courses
  - Easy course customization
- User (Learner) management
  - User groups
  - Course assignment methods
  - User community tools
- Reporting
  - Course statistics reports
  - Test result reports
  - Learner statistics reports

# RedGrove - References

**Norton**  
from symantec

Start Hjælp/Info Mit indhold

Logonboks  
E-mail:   
Adgangskode:   
Registrer Glemte adgangskode Log af

**Hvordan fungerer det?**

Trin 1 :  
Du har oprettet forbindelse til "www.norton.com/dk/training". Gem denne adresse. Du kan vende tilbage til den.

Trin 2 :  
Klik på linket "Registrer" ved dit første besøg, og udfyld registreringsformularen. Din registrering sendes til godkendelse. Dette tager maks. to arbejdsdage. Efter godkendelsen modtager du en meddelelse med e-mail. Nogle forhandlere er forhåndsgodkendte og tildeles straks adgang.

Trin 3 :  
Du kan finde dine kurser i dit personlige område under fanen "Mit indhold". Klik på en kursustitel for at åbne kurset.

Trin 4 :  
Klik på titlen for hvert kapitel eller hver test for at starte kapitlet eller testen (der åbnes et nyt vindue). Start med indholdsoplysningerne og eventuelle yderligere ressourcer, og tag den endelige test, når du er klar!

**Hjælpesk:**  
Har du problemer med dette kursus?  
Send os en e-mail på [norton.training@emea.norton.com](mailto:norton.training@emea.norton.com) (In English only!!!)

**Partnere**

**RedGrove**  
Online Test & Training

Norton™ Training Portal / Copyright Red Dog Communications Start - Hjælp/Info - Mit indhold

## Norton from Symantec:

Product sales training for distributors  
Course + Test => Certificate + free software  
> 3000 sales staff trained

**IFBL** INSTITUT DE FORMATION BANCAIRE LUXEMBOURG

Accueil Aide / Info Mon Espace FR DE EN

LOGEN BOX  
E-mail:   
Mot de Passe:   
Inscription Oubli Login

**COMMENT CELA FONCTIONNE ?**

**Étape 1 :**  
Vous êtes connecté sur [HTTP://IFBL-RED-GROVE.COM](http://ifbl.red-grove.com) internet cette adresse, vous pourrez y revenir.

**Étape 2 :**  
Cliquez sur le lien "Inscription" à votre première visite. Vous devez vous inscrire avec votre adresse e-mail professionnelle et saisir le code qui vous a été donné pour suivre le cours.

**Étape 3 :**  
Vos cours se trouvent dans votre espace personnel sous l'onglet "Mon Espace". Cliquez sur "Cours AML" pour trouver.

**Attention :**  
Message "Code déjà utilisé"

Si vous obtenez ce message lorsque vous voulez accéder au cours, il est très probable que le cours soit déjà inscrit dans votre espace. Rendez-vous dans le rubrique "Mon espace" et cliquez sur la page d'inscription pour vérifier.

**PARTENAIRES**

**IFBL** INSTITUT DE FORMATION BANCAIRE LUXEMBOURG

**HENRI TUDOR**

**RedGrove**  
Tests & Formations en ligne

**ALCO**  
Association Luxembourgeoise des Compliance Officers du Secteur Financier

IFBL - Institut de Formation Bancaire de Luxembourg / Copyright Red Dog Communications Accueil - Aide / Info - Mon Espace

## Institut de Formation Bancaire Luxembourg

Anti-money laundering course for bank staff  
Course + Test => Certificate  
> 3000 bank staff trained

# Use Case Scenarios

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- Product Sales Training
  - Internal sales teams / Reseller sales teams
  - Product features / benefits
  - Sales scenarios ; i.e. how to deal with objections
  - Improves sales closing rates
  - Example : Norton Reseller training
- Product / Process User Training
  - Internal staff / Client staff
  - Short modules - task oriented
  - Training packages focused on staff roles
  - Reduces support costs
  - Example Product Training : Lotus Notes user training
  - Example Process Training : VSAT Satellite Installation

# Use Case Scenarios (2)

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- Blended Learning
  - = when e-learning complements “classroom learning”
  - use e-learning for
    - assessment testing
    - general preparation / theoretical course content
    - follow up / reference resource
  - use classroom for (more) “high-touch” content
  - Advantages :
    - make classroom time more valuable
    - shorten classroom time = reduce travel costs / opportunity cost
- Train new staff
- Document expert knowledge within the company

- Define business objectives for training project
  - Who is it for ?
  - Desired learner outcome.
  - Approach / Strategy (i.e. online vs. offline => Blended Learning)
  - Teaching material available
  - Estimate resources required / available
- Business case
- Project definition
- Project plan
- Project budget
- Topic for pilot project ?

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