



Help!
Ik wil mijn opleiding
blended / online
aanbieden

aNewspring



Ger Driesen
aNewSpring
@GerDriesen





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Waarom?



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Ik wil twee dingen:

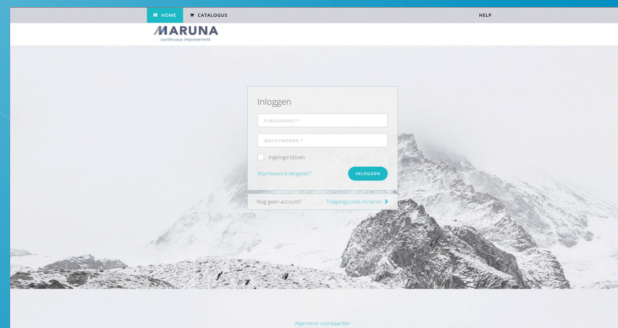
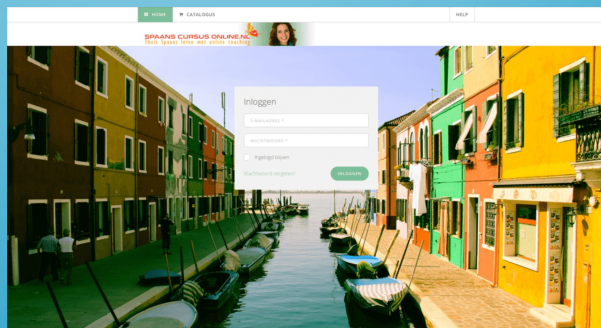
- 1) Dat het er goed uitziet
- 2) Dat het effectief is.



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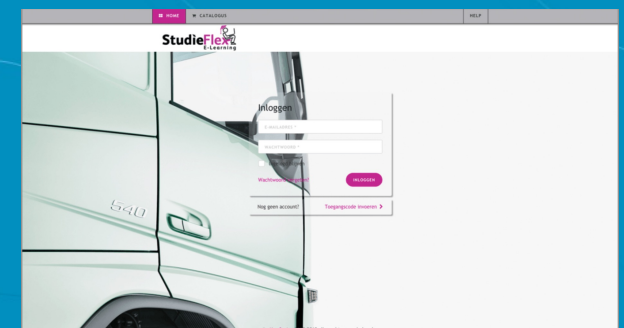
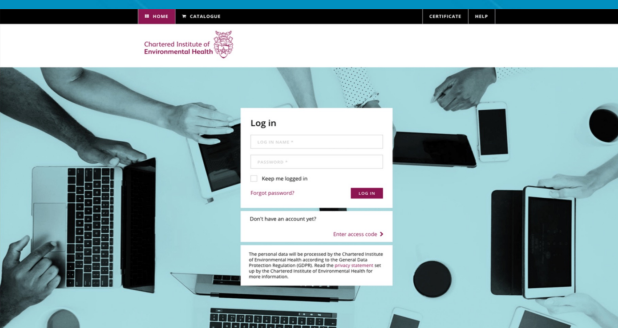
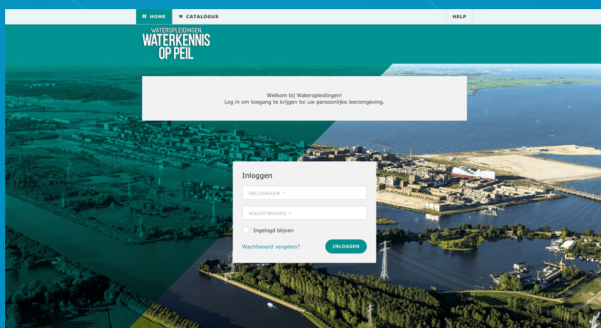
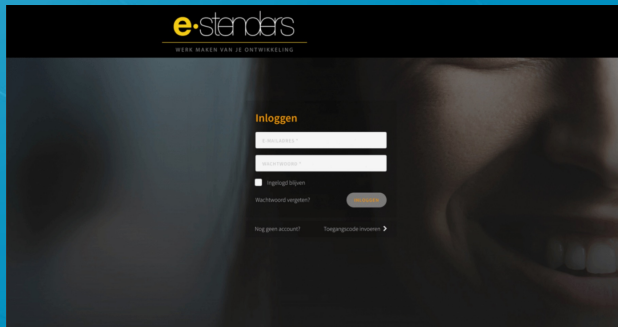
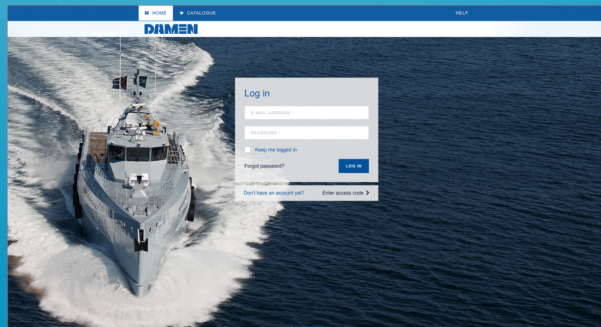
Ik wil twee
dingen:

- 1) Dat het
er goed
uitziet**
- 2) Dat het
effectief
is.



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Dat het er goed
uitziet.....





[HOME](#) [CACTUS SALES CO...](#) [CATALOGUE](#) [FRITS SCHOUTEN](#) [HELP](#)

Cactus Sales Course

ACTIVITIES

OBJECTIVES

RETENTION

50%

25%

0%

[More results >](#)

MEMOTRAINING: Increase your retention

6 Questions

START

CONTINUE WITH: A Short Introduction

START

< VIEW OBJECTIVES

SEARCH ACTIVITY CONTENT

Welcome!



A Short Introduction

START



Welcome to the World of Cacti

START

Let's get started!

Lesson: Sales Techniques

Beginner tips

Advanced techniques

START

Test: Cacti & Sales Techniques

15:00

START

Video Hand-in: Record Yourself!

Tuesday, January 29, 2019

START

Let's meet up!

Seminar: Sales Tips and Tricks

Open for enrolment

ENROLL

Time to practice selling some Cacti!

Open for enrolment

ENROLL

< BACK TO HOME

MEMOTRAINER

START

MemoTrainer settings

Download the app:

CALENDAR

MESSAGES

DISCUSSION

Recent responses:

Jim Chan said at Class Alpha: Wait, this works? 03 - 12 - 2018

Rick Voorberg said at Class Alpha: You better believe it! Need some help? Hit me up! 03 - 12 - 2018

Open discussion

PRACTICE

INSTRUCTORS

C.J. Bost

More

LEARNERS

Nick Voorberg

Jenny Cham

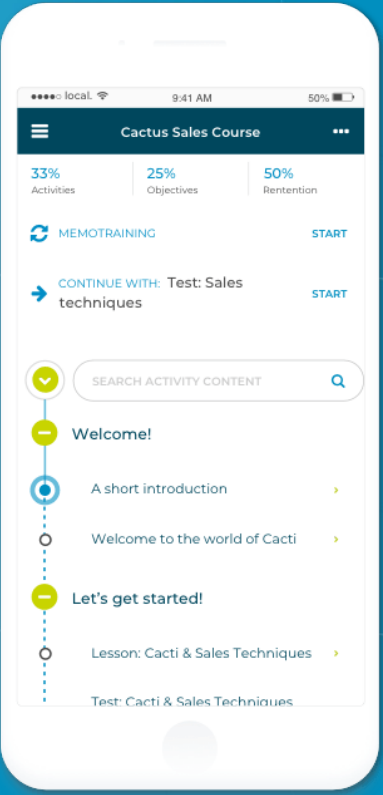
Jan van der Vogel

More

COLLAPSE



Dat het er goed
uit ziet.....







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Ik wil twee
dingen:

- 1) Dat het
er goed
uitziet
- 2) Dat het
effectief
is.**

**“A fool with a tool is
still a fool”**

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Let op!





Transporteren of Transformeren?



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**Welke
delen
kunnen
online?**



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**Welke
delen
kunnen
online?**



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**Elk deel
online
levert
meer tijd
voor
oefenen in
de klas!**



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**Ontwerp
'evidence
informed'**



elearningmanifesto.org

typical elearning

content focused
efficient for authors
attendance-driven
knowledge delivery
fact testing
one size fits all
one-time events
didactic feedback

SERIOUS eLEARNING

Performance Focused
Meaningful to Learners
Engagement-driven
Authentic Contexts
Realistic Decisions
Individualized Challenges
Spaced Practice
Real-world Consequences

a newspring

Wij bevelen
aan!

Door:
Julie Dirksen
Michael Allen
Clark Quinn
Will Talheimer

Supporting Principles (Eerste 8 van totaal 22)

Do Not Assume that Learning is the Solution

We do not assume that a learning intervention is always the best means to helping people perform better.

Do Not Assume that eLearning is the Answer

When learning is required, we do not assume that elearning is the only (or the best) solution.

Tie Learning to Performance Goals

We will couple the skills we are developing to the goals of organizations, individuals, or both.

Target Improved Performance

We will help our learners achieve performance excellence; enabling them to have improved abilities, skills, confidence, and readiness to perform.

Provide Realistic Practice

We will provide learners sufficient levels of realistic practice; for example, simulations, scenario-based decision making, case-based evaluations, and authentic exercises.

Enlist Authentic Contexts

We will provide learners with sufficient experience in making decisions in authentic contexts.

Provide Guidance and Feedback

We will provide learners with guidance and feedback to correct their misconceptions, reinforce their comprehension, and build effective performance skills.

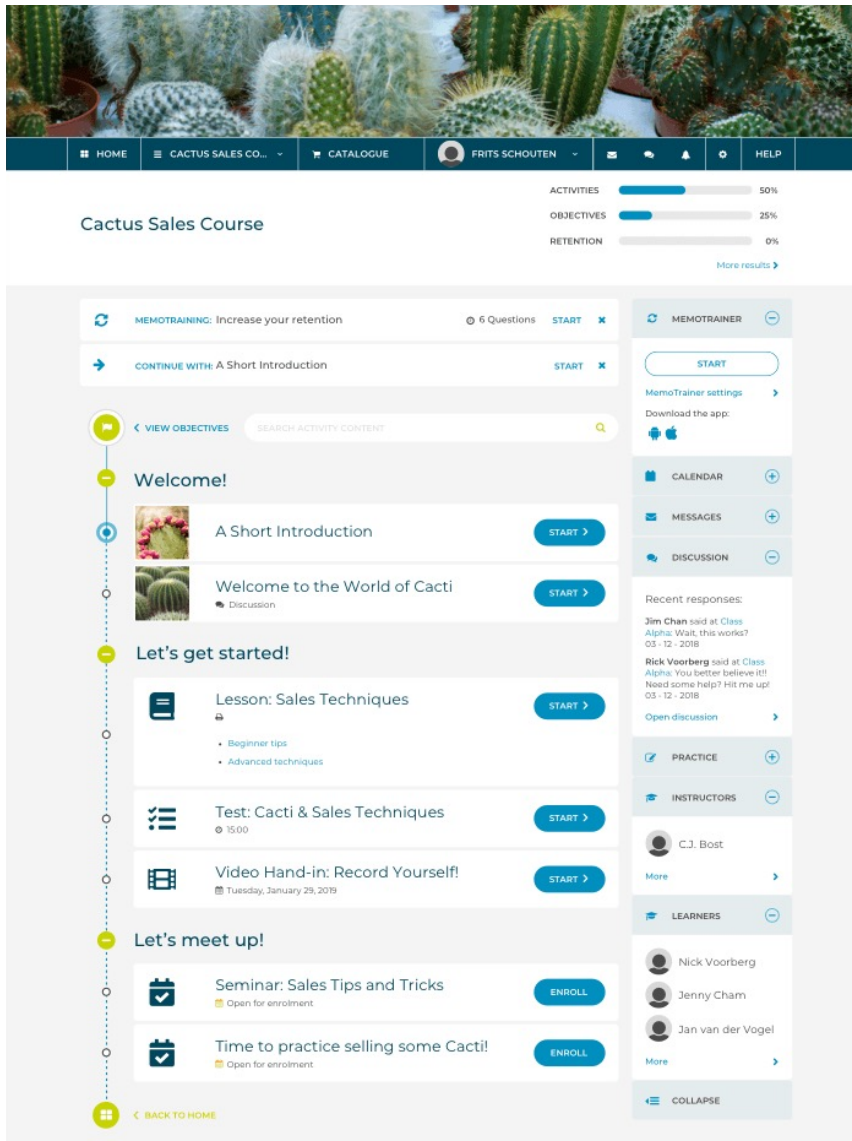
Provide Realistic Consequences

When providing performance feedback during learning, we will provide learners with a sense of the real-world consequences.

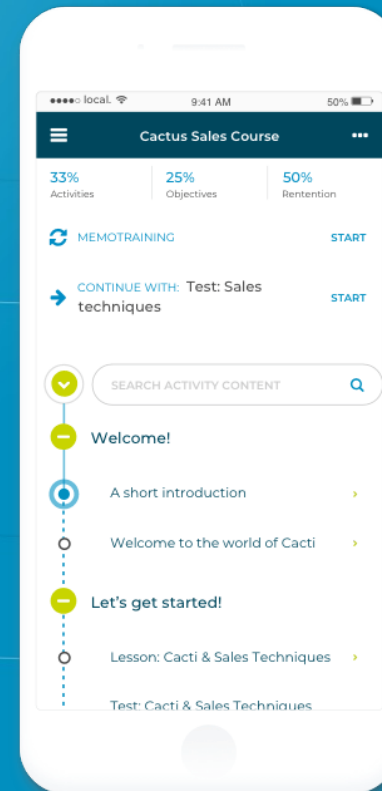
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Wij bevelen
aan!

Door:
Julie Dirksen
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Clark Quinn
Will Talheimer



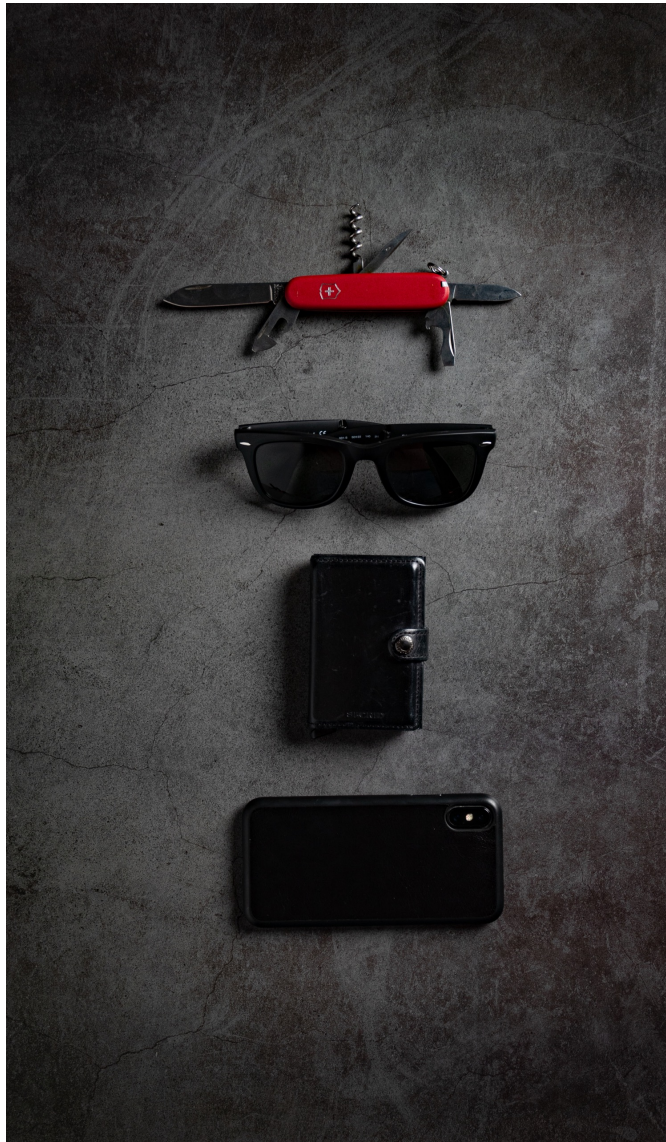
Desktop view of the Cactus Sales Course interface. The header shows navigation links: HOME, CACTUS SALES CO., CATALOGUE, FRITS SCHOUTEN, and HELP. The course title 'Cactus Sales Course' is displayed. Progress bars for ACTIVITIES (50%), OBJECTIVES (25%), and RETENTION (0%) are shown. The main content area lists activities: MEMOTRAINING (Increase your retention, 6 Questions, START), CONTINUE WITH: A Short Introduction (START), and a list of objectives including 'Welcome!', 'A Short Introduction', 'Welcome to the World of Cacti', 'Let's get started!', 'Lesson: Sales Techniques', 'Test: Cacti & Sales Techniques', and 'Video Hand-in: Record Yourself!'. A sidebar on the right contains a MEMOTRAINER section with a START button, a CALENDAR, MESSAGES, DISCUSSION, and a list of recent responses from users like Jim Chan and Rick Voorberg. At the bottom, there are sections for PRACTICE, INSTRUCTORS (C.J. Bost), and LEARNERS (Nick Voorberg, Jenny Cham, Jan van der Vogel).



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Effectiviteit
vraagt om
een
'Blendend
Learning
Journey'





Create new activity

E-LEARNING & REFERENCE

Lesson

Teach the learners about a subject.

[More Information](#)

i ? ✓ 🗣️ 📄

Assignment

Train the knowledge of the learners with a series of questions.

[More Information](#)

? 📄 🗣️

Documentation

Add reference to the template.

[More Information](#)

i 🗣️ 📄

SCORM

Choose this option for using SCORM.

[More Information](#)

📄 🗣️ 📄

TEST & ASSESS

Assessment

Assess the knowledge of the learners.

[More Information](#)

? ✓ 🗣️ 📄

Hand-in assignment

Learners can upload work and hand it in.

[More Information](#)

📄 🗣️

Video hand-in assignment

Learners can record a video and hand it in.

[More Information](#)

📄 🗣️ 📄

BETA

REFLECT & EVALUATE

Scan

Create a profile scan for the learners.

[More Information](#)

i ? 📄 🗣️

360° feedback

Profile scan in which learners can invite instructors or external persons.

[More Information](#)

i ? 📄 🗣️ 🗣️

Inquiry

Evaluation questionnaire

[More Information](#)

i ? 📄 🗣️

Form

Learners can invite instructors to give feedback on their answers.

[More Information](#)

? ✓ 🗣️ 🗣️

EVENTS

Event

Plan an online or offline event with the learners.

[More Information](#)

📄 🗣️

Webinar

Let the learners follow a webinar within the template.

[More Information](#)

📄 🗣️

OTHER

External activity

Add an external activity in the template.

[More Information](#)

📄 🗣️

Certificate

Allow learners to acquire a certificate.

[More Information](#)

📄

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Je hebt drie dingen nodig:

- 1) Mindset
- 2) Skills set
- 3) Tool set





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Mindset

Expo: S24





Ger Driesen
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@GerDriesen

Blijf op de hoogte van de
meest relevante bronnen:
via 'Ger's Learning Notes'

