

CROSSKNOWLEDGE 

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Discover CrossKnowledge Mentored Learning

CROSSKNOWLEDGE 



Thanks to CrossKnowledge Mentored Learning, training has never been so close to the individual participant.

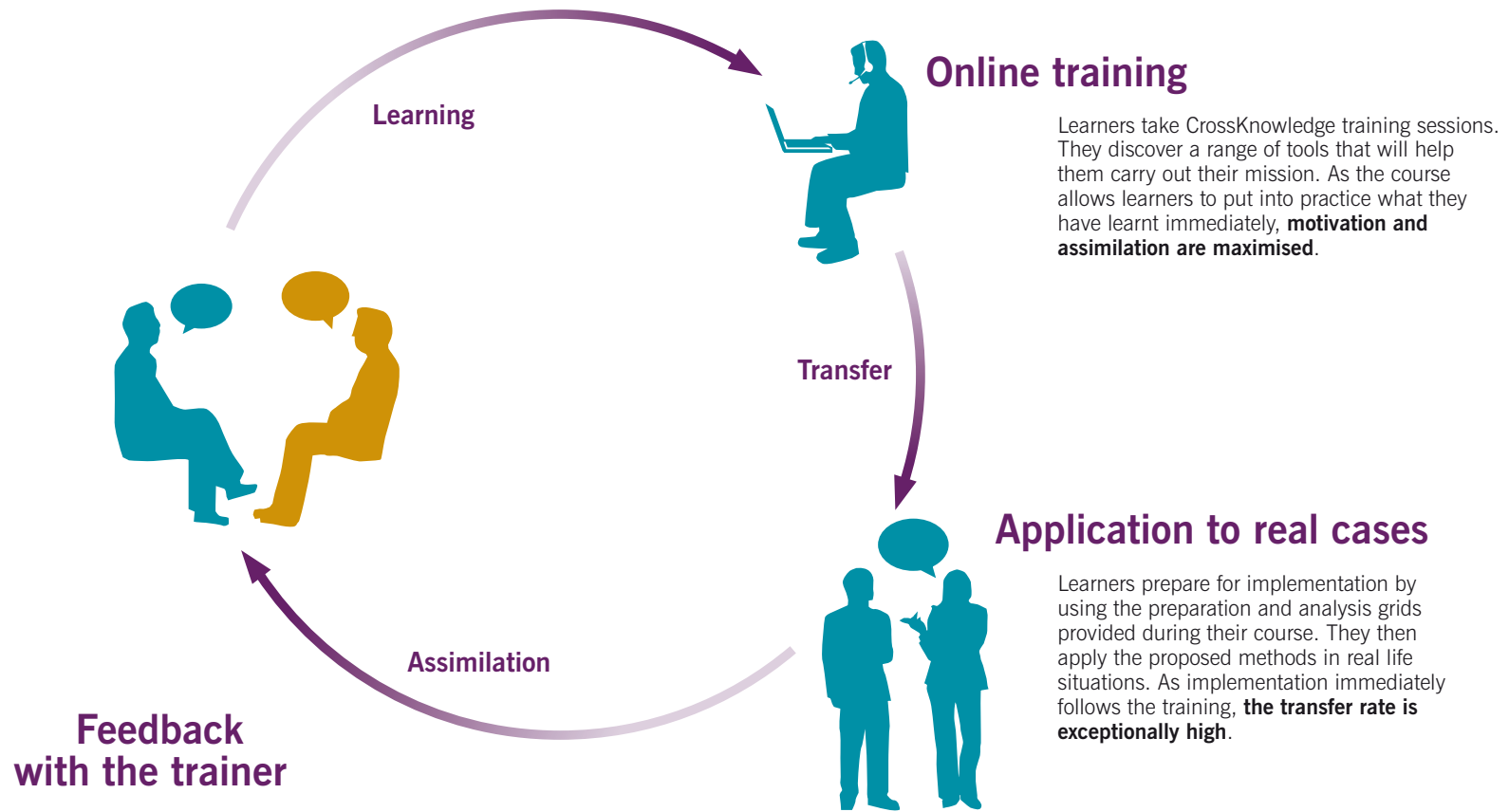
- **Individual training**, specific to the needs of each participant
- **Action learning**, tailored to operational needs
- **Training that is supervised by a certified trainer**, and adapted to the learner's real need for support

Welcome to a new world
of training: the world
of Mentored Learning.



Mentored Action Learning™ : a revolutionary teaching format

Adults learn through experience and trial and error. Starting from this very simple observation, CrossKnowledge has developed the revolutionary pedagogical format that underlies its individual courses. The basic principle? Learners, with supervision from a certified trainer, carry out a real mission that is directly linked to the theme of the course. This is what is known as **Mentored Action Learning™**



Participants produce a formal feedback report, taking note of good practices to be adopted and areas for improvement. They interact with their trainer, who helps them to progress with a “coaching” style of questioning and practical advice. **This interaction with the trainer results in the real assimilation of the subject.**



The five key principles of Mentored Action Learning™

1. Development of skills on the ground over a three-month period
2. Diverse learning methods to enhance assimilation: e-learning, experimentation, coaching
3. Formalisation in writing in order to maximise learning
4. Testing and confirmation of knowledge and practices before and after the course to determine the level of skills acquired
5. Certification of skills to recognise learners' efforts



CrossKnowledge programmes provide an ideal solution that allows us to personalise our training plans on a wide scale and at an extremely competitive price.

Guy Boudarel, Director of Training, Casino

CrossKnowledge Mentored Learning: the training plan “equation” finally has its solution.

4 benefits for business:

1

CrossKnowledge's pedagogical excellence

- Participants are supported by a trainer with 15 years experience, certified by CrossKnowledge
- Personalised support for participants
- Learning based on real life implementation (“Action Learning”)
- Pedagogical conception overseen by experts from the CrossKnowledge faculty

2

Ultra-simplicity

- Off-the-shelf and immediately available
- Personalised, easy to distribute without the need to organise groups
- Available on demand: just a few days from registration to the start of training

3

The choice for all your staff

- A wide range of titles available
- New titles every month
- Courses for managers, project managers, sales staff and line staff

4

Extremely competitive on cost

- Five to ten times more cost effective than traditional training solutions
- Your staff are not tied up and away from their desks
- No transport or accommodation costs

The learner is at the heart of
CrossKnowledge Mentored Learning

4 benefits for participants:



I found the interaction with the trainer on a real life situation incredibly effective. Without even having to leave my desk!

Guillaume Sarret, Agent, AXA

1

Rewarding training that is immediately useful

- Real life application: participants progress in their work while doing their training
- Reference material developed in association with international experts and used in the best business schools

2

Immediately accessible training

- Training precisely when it is needed, not six months or a year later
- No waiting list, no frustration

3

Training adapted to learners' needs

- Personalised support from a certified trainer
- Access at any time to a pedagogical adviser, by e-mail or phone, to answer any questions

4

Training that advances each participant's career path

- Certification of skills based on a universal reference system
- Career enrichment for participants



Overview of CrossKnowledge Mentored Learning

FOR LINE MANAGERS AND PROJECT MANAGERS

Management

Steering a change project

Mastering the basics of daily management

Leading my team to obtain results

Delegating and empowering

Dealing with conflict in my team

Developing my staff's skills

Successfully conducting an annual appraisal interview

Successfully managing my face-to-face meetings with staff

Developing my team's creativity and initiative

Improving my team's client-focus

Managing in a non-hierarchical situation

Personal development

Establishing positive relations and ending daily conflict

Better handling the stress of being a manager

Effectively using my emotional potential

Regaining control over my time and my priorities

Communication

Asserting myself and improving my leadership skills

Successful public speaking

Running my meetings successfully

Working across cultures

FOR LINE STAFF

Personal development

Developing my creative potential

Coping more effectively with change

Developing my self-confidence

Asserting myself to avoid conflicts and tense situations

Successfully managing my stress at work

Organising myself better to boost my everyday effectiveness

Managing conflicts and verbal aggression from clients

Communication

Public speaking

Successfully conducting my meetings

Selling my ideas

Succeeding in my appraisal interview

Sales & negotiation

Mastering the fundamentals of sales

Non-exhaustive list (complete list available at www.crossknowledge.com)
CrossKnowledge Mentored Learning is available in various languages (please contact us)