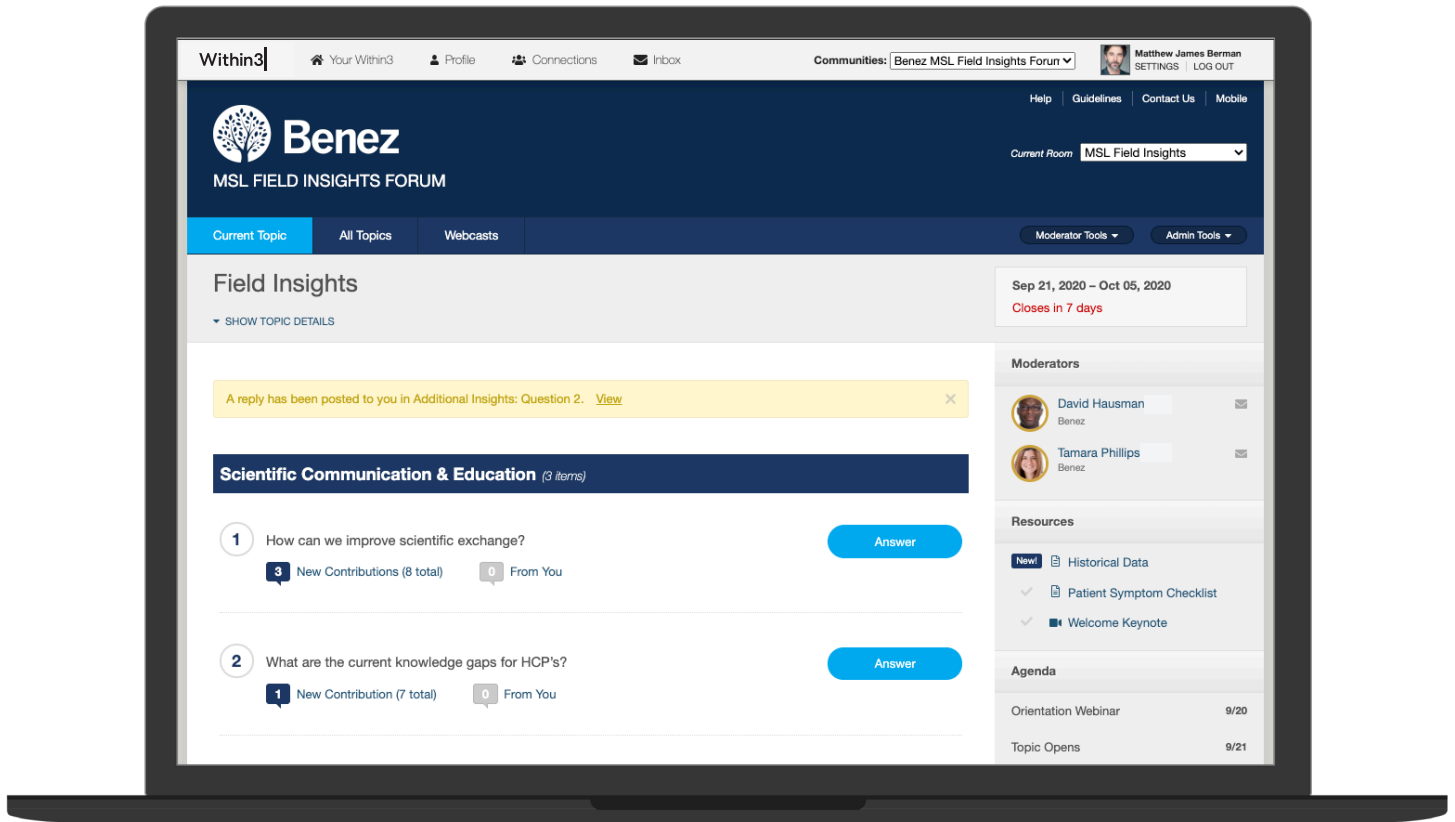


MSL/Sales Training

Within3's modern virtual engagement platform works across the entire enterprise for all types of internal engagements. Accessible 24/7 from any connected device, Within3 offers advanced features for unmatched flexibility, security, and compliance on the back end and simplicity on the front end—even for first-time users. New to virtual engagement? Within3 experts support your internal team from kick-off to conclusion and beyond. See how Within3 can streamline your training, internal document development, or field force reporting.



- ✔ 24/7 accessibility for the duration of training sessions, anywhere and on any connected device
- ✔ Focus training housed in a structured workflow with reminders and deadlines
- ✔ Pre-recorded training modules can be uploaded as resources
- ✔ Coaching and technical training provided to session Facilitators by Within3 Client Success to ensure optimal outcomes
- ✔ Custom built-in features like digests, tracking, and notifications help to ensure participation from all members

Within3: Training your MSL/Sales Force

RECOMMENDATIONS FOR ORGANIZING A SUCCESSFUL MSL/SALES TRAINING SESSION

- ✔ Create a curriculum calendar with topics planned to launch over-time
- ✔ Consider including a pre-recorded welcome video or presentation from the team lead or manager
- ✔ Consider a hybrid approach with both asynchronous and synchronous discussion before or after session
- ✔ Consider including both quantitative and qualitative question types focused on learning validation of materials posted
- ✔ Provide learning resources and support materials in order to engage members in off-line review activities

Tips to Consider for a Virtual Training Session:



OPTIMAL DURATION:
1-2 weeks



NUMBER OF MODERATORS:
2-3 moderators



TYPES OF MODERATORS:
Consider involving senior MSLs in moderating process



QUESTIONS PER SESSION:
Maximum 20-25 for 2 week session



QUESTION TYPES:
Mix of multiple choice and open-ended



DOCUMENTS TO REVIEW:
MSL Training documents, journal articles, etc.