

CONTINUOUS LEARNING PROGRAM

CASE STUDY

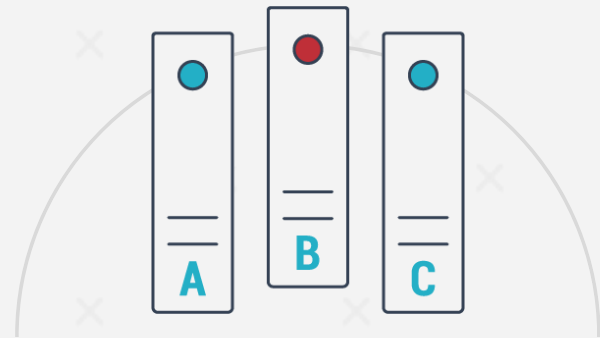
Our client had a need to move from a one-size fits all career path to a competency-driven, individual approach that promoted continuous learning and one-on-one coaching throughout their entire organization.

CMR SOLUTION

A library of individual courses & certificates offered flexibility to close gaps in roles, competencies, and topic areas.



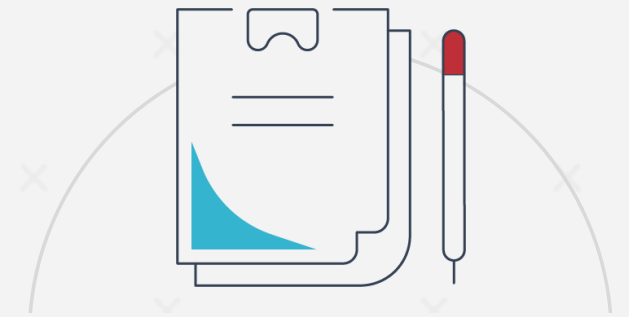
The program offered **Competency-based Selection** to individually meet gaps in personal performance plans



The program utilized **128 Resources from our library** mapped to their competencies



The program used a **Subscription model** to maximize efficiency



The program offered **Coaching Guides by competency** to encourage application & engagement

CMR's reputation has made [them] our go-to provider for areas such as disease states, managed care, and the ACA.

- Client, Director of Training

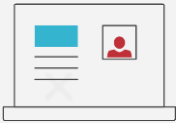
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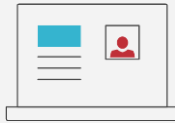
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● CMR SOLUTION

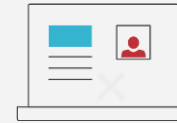
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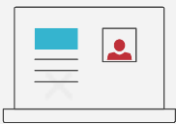
Anatomy & Physiology



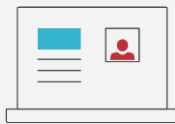
Ethics and Compliance



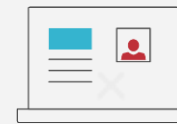
Value of Pharmaceuticals



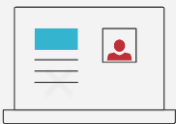
Market Dynamics



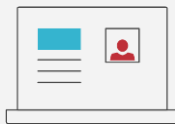
Payers & Reimbursement



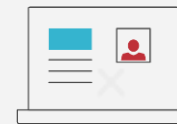
Understanding the Changing Needs of Customers



Managed Care



Business Acumen



Teamwork & Communication

*Continuous Learning Program covering key topics such as those above.