

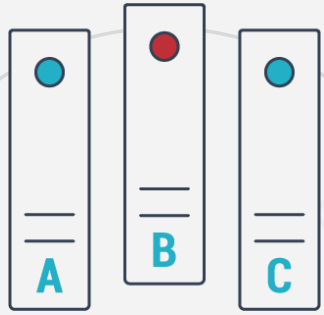
DIVERSE LEARNING PROGRAM

CASE STUDY

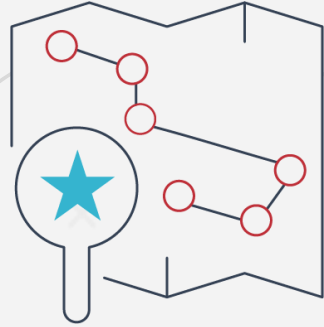
This client needed a program that would train various roles (including non-commercial facing). They wanted to segment content not only by role, but also by competency & level, in order to create a continuous learning culture.

CMR SOLUTION

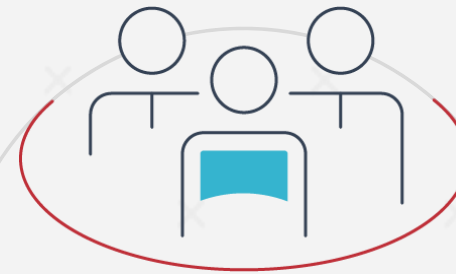
A continuous learning program that focused on value, access, and payment segmented by roles.



The program utilized over 100 Resources from our library



The program content was mapped to Client Competencies



The program was designed to support Various Roles

- Regional & National Account Executives
- Access Reimbursement Managers
- Health Economics & Outcomes Research
- State Government Affairs
- Patient Access & Support
- Pricing, Economics, Contracting & Government Reporting
- Strategic Payer Marketing

It was very important that the content was current. Working with CMR was a real bonus. It is really important that we were pointing people to the right content that was current.

- Client, Training Leader

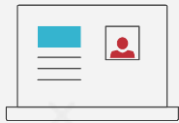
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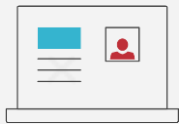
● CMR SOLUTION

A continuous learning program that focused on value, access, and payment segmented by roles.



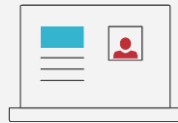
Customer Focus

- Value-Based Care
- Population Health
- Triple Aim



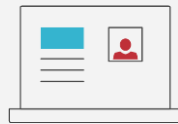
Business Acumen

- ACOs
- IDNs
- Hospitals
- Payers



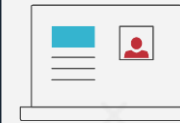
Impact & Influence

- Technology
- Communication
- Decision Makers



Teamwork & Collaboration

- Work Teams
- Development
- Collaboration



Strategic Thinking & Planning

- Business Planning
- Formulary
- Account Management