

Professional Development for Learning Leaders

JEFFREY K. CORDES

**GLOBAL DIRECTOR OF LEARNING &
DEVELOPMENT**

10/11/2018



Introduction

“The Learning & Development professional is one of the most critical assets an organization has. Ironically, sometimes we overlook the need to continuously develop them.”

Objectives

- ▶ Describe the critical importance of developing Learning Leaders
- ▶ Align skills with corporate vision
- ▶ Assess Learning Styles
- ▶ Determine Learning Methods

Agenda

- ▶ Role of L&D
- ▶ Linking L&D and Corporate Vision
- ▶ L&D and Management Collaboration
- ▶ Learning Styles Assessment
- ▶ Creating a Blended/Experiential Learning Environment
- ▶ Make Learning Stick! (Teach, Practice, Apply!)
- ▶ Questions

Role of L&D



Linking L&D and Corporate Vision



L&D and Management Collaboration



Blended Learning Environment



Learning Styles Assessment

Key Learning Styles



Print – the sales professional learns best through reading and writing.



Aural – The sales professional learns best through listening.



Interactive – The sales professional learns best through verbalization, discussion and conversation.



Visual – The sales professional learns best through observation, pictures, slides, and demonstrations.



Tactile – The sales professional learns best through the sense of touch, using his or her hands.



Physical – The sales professional learns best while moving around, engaging in physical activity.

Make Learning Stick

TEACH, PRACTICE, APPLY!



Questions

