

Corporate Visions

Quarterly Product Update: Q2 2026

This document summarizes all changes across Corporate Visions' skills training products this quarter. Updates are grouped into three sections so you can scan quickly: New, Updates, and Coming Soon.

The **Product Change Log** in the [Subscriber Portal](#) provides file-level update details. When applicable, it identifies updated SCORM packages, downloadable assets, asset names, version numbers, and whether updating each item is Required, Recommended, or Optional for customers who manage content locally.

At a Glance

Use this page to scan the Q2 2026 product updates by status: New, Updates, and Coming Soon. Select any linked item to jump to the section with more detail, including availability, customer action, and timing.

New	Updates	Coming Soon
<p>New products or materials becoming available this quarter. Action may be needed to access or download them.</p>	<p>New versions of existing products or materials. Action may be needed if you manage Corporate Visions content in your own LMS.</p>	<p>Planned products, translations, or enhancements. No action is required now, but these previews can help you plan.</p>
<p><u>Prospecting Competencies</u> Three new Prospecting competencies will be available June 29, 2026, as digital learning and instructor-led training.</p> <p><u>Acquisition and Expansion Print-friendly Toolkits</u> Print-friendly versions will be available June 15, 2026.</p>	<p><u>Acquisition and Expansion Digital Modules</u> Post-launch updates and fixes across fifteen competencies.</p> <p><u>Acquisition and Expansion Toolkits and Worksheets</u> Updates and fixes, plus new worksheets and examples.</p>	<p><u>Reinforcement System for Acquisition and Expansion</u> A manager-led, behavior-focused approach for turning training into sustained performance. July 2026</p> <p><u>Acquisition and Expansion Competencies in French</u> Available in both digital and instructor-led materials. July 2026</p> <p><u>Acquisition and Expansion Competencies in Spanish and Portuguese</u> Instructor-led materials only. Q3 2026</p> <p><u>Improved Fluency Coach AI Simulations</u> Upgrades to simulation quality and functionality, and changes to how the simulations are accessed. July 2026</p>

For file-level update details, including SCORM packages, downloadable assets, version numbers, and update priorities, go to [Where to Find File-level Detail](#).

New

Prospecting Competencies

DIGITAL CONTENT · INSTRUCTOR-LED TRAINING

Three new Prospecting competencies will be available **June 29, 2026**, as digital learning and instructor-led training.

Competency	Description	Skills modules
Build a Digital Presence	Ensure your digital presence reinforces your credibility, expertise, and relevance to the problems your target buyers care about. Take control of the signals your profile and content send to influence how stakeholders across the buying group, AI, and hidden decision-makers may perceive you. Increase the likelihood that potential buyers see you as a thought leader and understand the value of bringing you into the conversation.	<ul style="list-style-type: none">• Optimize Your Profile• Expand Your Influence
Win Meetings with Qualified Prospects	Strategically build trust and attention across your cold outreach. Protect your time and the quality of your pipeline by avoiding low-quality conversations that rarely progress. Create messages that resonate with your target prospects' situation and start conversations that foster curiosity rather than resistance.	<ul style="list-style-type: none">• Target Your Cold Emails• Convert Cold Calls to Meetings• Qualify the Problem
Win Back Lost Customers	Re-engage lost customers with a message that fits the real reason they left. Align your outreach to that loss reason to reopen conversations, rebuild credibility, and create enough forward momentum that your lost customer reconsiders working with you again.	<ul style="list-style-type: none">• Approach Lost Customers• Re-engage Lost Customers

Each Prospecting competency contains the following:

Digital Learning	Instructor-led Training
<ul style="list-style-type: none"> • Competency Introduction module • Skill module for each skill • Practice module for each skill • Expert Insights video module • Fluency Coach AI Simulations • Toolkit • Detailed Learning Outcomes 	<ul style="list-style-type: none"> • Agenda • Leader Slides • Toolkit

Action required

- If you access your courses in the Corporate Visions Allego instance, these will be assigned to you.
- If you host Corporate Visions courses in your own LMS, the course files will be available in the [Subscriber Portal](#) for you to download.

Acquisition and Expansion Print-friendly Toolkits

INSTRUCTOR-LED TRAINING

Print-friendly versions of the Acquisition and Expansion toolkits will be available for download **June 15, 2026**. These feature white/light backgrounds, fewer large images, and removal of download buttons.

Action required

- Beginning June 15, 2026, print-friendly versions of the Acquisition and Expansion toolkits can be requested ahead of ILT deliveries by contacting your Customer Success representative.

Updates

Acquisition and Expansion Digital Modules

DIGITAL CONTENT

We have made post-launch updates and corrections across fifteen Acquisition and Expansion competencies. Changes have been made to improve assessment alignment, navigation, captions, transcripts, and learner-facing copy. A smaller set of modules and practice experiences received more substantial updates, especially within:

- Make a Case for Change
- Negotiate Creatively
- Resolve Concerns Responsively
- Deliver Compelling Communications
- Manage Competing Interests
- Demonstrate Promised Value

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Action required

- If you access your courses in the Corporate Visions Allego instance, these updates are already live, and **no action is required**.
- If you host Corporate Visions courses in your own LMS using our Rustici Content Controller SCORM files, the changes to the digital modules are already live, and **no action is required**.
- If you host downloaded Corporate Visions SCORM packages (non-Rustici) in your own LMS, review the Product Change Log in the Subscriber Portal to identify which updated files are Required, Recommended, or Optional for your next refresh cycle.
- Learners who have a module in progress will not see changes to that module, and progress tracking will not be affected.
- Updated modules have Version 1.1.1 on the title screen.

Acquisition and Expansion Toolkits and Worksheets

DIGITAL CONTENT · INSTRUCTOR-LED TRAINING

The Acquisition and Expansion toolkits and worksheets received significant updates and improvements. This includes formatting improvements and fixes to broken input fields in the interactive PDFs.

Action required

- Learners who have already downloaded toolkit and worksheet PDFs should download updated versions from the course modules. The new versions are labeled Version 1.1.2 on the cover page.
- If you have distributed toolkit or worksheet PDFs separately (e.g., sent them to workshop participants), we recommend sharing the updated versions.

Coming Soon

Reinforcement System for Acquisition and Expansion

RESOURCES

The Reinforcement System is Corporate Visions' manager-led, behavior-focused approach for turning training into sustained performance.

It includes the following components:

Competency	Description
Team Skill Labs	Manager-led reinforcement sessions focused on skill application, realistic practice, peer discussion, and visibility into where teams may need additional coaching.
Coaching Kits	Structured manager resources for targeted 1:1 coaching conversations grounded in observable behavior, completed practice, and clear performance criteria.
Reinforcement Communication Packages	Ready-to-use manager communications that support activation, learner preparation, expectations, participation, and follow-through.
Reinforcement SCORM Modules	Self-paced manager modules with guidance, talk tracks, and downloadable resources to help managers prepare for and lead reinforcement consistently.

These materials will be available for the Acquisition and Expansion competencies in **July 2026**.

Acquisition and Expansion Competencies in French

DIGITAL CONTENT · INSTRUCTOR-LED TRAINING · RESOURCES

French translations for the Acquisition and Expansion competencies for digital content, instructor-led materials, and supporting resources are in development. Release is planned for **July 2026**.

Acquisition and Expansion Competencies in Spanish and Portuguese

INSTRUCTOR-LED TRAINING

Spanish and Portuguese translations of the Acquisition and Expansion instructor-led materials are in development. Final timing will be confirmed in a future quarterly update, but we are targeting **Q3 2026**.

Improved Fluency Coach AI Simulations

DIGITAL CONTENT · REINFORCEMENT MATERIALS

Corporate Visions' Fluency Coach AI Simulations will receive a significant upgrade, including detailed manager reporting, multi-language support, and a more flexible sim experience.

Managers will gain access to dashboards, proficiency heatmaps, and competency-level reporting that they can share across their teams. The sims will also support more than 25 languages without additional configuration. Learners will be able to tailor each role-play by adding their own URL, customer URLs, and competitor URLs.

The core sim experience for learners stays the same, and the sims continue to be delivered as SCORM files in your LMS.

To unlock these capabilities, learners will need to sign in to the Second Nature platform with a named user account through single sign-on (Okta, Entra ID, Google Workspace, or another SAML provider) or through a Magic Link.

Administrator and participant guidance will be shared in future updates before any cutover. If you want early visibility into the SSO set-up options, contact your Customer Success representative.

Migration information for the improved Sims will be shared in **July 2026** and clients will have the remainder of the year to make the transition.

Where to Find File-level Detail

The **Product Change Log** in the Subscriber Portal lists every file-level update. Use this update for the summary; use the **Product Change Log** when you need to know exactly which files to replace.

Subscriber Portal: <https://learning.corporatevisions.com/portal/product-updates/>

How to Read the Product Change Log

The current Q2 2026 log supports digital content updates and lists Priority, Date, Asset Category, Asset Name, Detailed Description of Change, and Version Number.

Field	How to use it
Priority	<p>Required means customers managing content in their own LMS should review the listed assets before the next delivery cycle because the change is more material.</p> <p>Recommended means the update improves alignment, clarity, captions, copy, or learner experience and should be scheduled into the next normal refresh cycle.</p> <p>Optional means customers can plan to adopt the new version on their next scheduled refresh.</p>
Asset Category and Asset Name	Use Asset Category and Asset Name to identify exactly what changed.
Detailed Description of Change	Use the Detailed Description of Change to understand whether the update was primarily alignment, copy, transcript or caption cleanup, link or resource correction, a new worksheet or example, or a more substantial rewrite or rebuild.
Version Number	Use the Version Number together with the asset name and detailed description. In the current Q2 2026 log, the shared version number may indicate the release set, while the description explains the scope of the individual asset update.