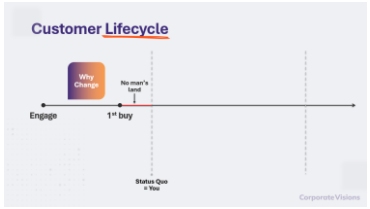
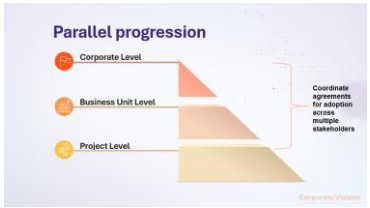
Accelerate Change and Adoption

Detailed Learning Outcomes

Corporate Visions | Skills Training

Module	Visual Concept	Learning Outcome	Key Content	Runtime
Introduction: Accelerate Change and Adoption		Help customers to realize value quickly by overcoming resistance to your solution and creating a clear plan for adoption.	• The Customer Lifecycle • Securing commitments • Managing the partnership	5 minutes
Overcome Barriers to Change		Identify and address the root causes of resistance to change.	• Status Quo Bias • The Why Change Framework	35 minutes
Drive Adoption		Secure the information, access, and commitments you need to drive adoption and reduce time to value.	• Map the commitments you need to drive adoption • Identify negotiables you can trade to overcome resistance • Engage stakeholders at all levels of the organization	20 minutes

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