THE happy CONSULTANCY GROUP

DATWYLER

CASE STUDY

WeMove to Excellence
F.I.T. TO SELL
ENTREPRENEURS • VALUE • RESPECT • EXCEL

Learning Excellence Awards Merit 2022

OUTSTANDING INNOVATION

THE MISSION BRIEFING

MISSION STATUS
-CRITICAL-

JOHANNES MUELLER
EXPEDITION COMMANDER

"Team Happy! Datwyler IT Infra needs you to help create a new world of sales excellence, so we can provide unparalleled solutions for our customers!"

THE SOLUTION

After completing our own exploration into the world of Datwyler, we invited colleagues from across Datwyler Sales to embark on a learning expedition to become F.I.T. to Sell and achieve the mission

What does it mean to be F.I.T. to Sell?

It means having laser **focus** on the purpose of the new world of sales excellence and the part they need to play, unrivalled sales **intelligence** (knowledge, skills and behaviours) and the ability to **thrive**

FOCUSED
INTELLIGENT
THRIVING

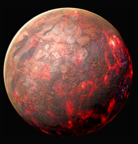
To get F.I.T.
explorers completed an
epic voyage of discovery...

F.I.T.
OUR PURPOSE
OUR WORLD OF SALES EXCELLENCE
TO SELL

The journey began with a mission briefing to get **focused** and understand the purpose of the mission and the important part that they would play

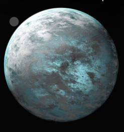
F.I.T.
THE PART WE PLAY
OUR WORLD OF SALES EXCELLENCE
TO SELL

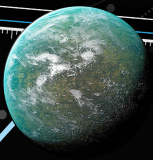
F.I.T.
UNLOCKING ENTREPRENEURIAL SALES
i-ENTREPRENEUR
TO SELL



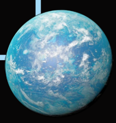
Then, explorers travelled to the unchartered worlds of i–Entrepreneur, i–Value, i–Respect and i–Excel to unearth gems of sales **intelligence** that would help create a new world of sales excellence

F.I.T.
UPLIFTING OUR CUSTOMER EXPERIENCE
i-VALUE
TO SELL





F.I.T.
REDEFINING THE WAY WE SELL
i-RESPECT
TO SELL



F.I.T.
EXCELERATING OUR SALES PERFORMANCE
i-EXCEL
TO SELL

F.I.T.
WEMOVE TO THE FUTURE
TO SELL

Finally, explorers got ready to **thrive**, by completing their ultimate F.I.T. assessment, presenting their discoveries to a panel from the Global Executive Team and celebrating success

ASTRO DAT
arsten
Astro Ralf [ASTRO DAT]
Mohamed Iqbal Pulikkathodi
med Abdelaleem
Josh
Eythan
laa
Suresh Kumar
Luca

MISSION ACCOMPLISHED

A new world of sales excellence achieved!

119 F.I.T. to Sell explorers successfully completed the expedition

Delivered in English, Mandarin and German

4.3 out of 5 participant programme experience score

92% would recommend the programme to a colleague

Established use case mindset - 10 new use cases created

> “It was really an amazing experience, thank you!”
>
> Ihab Gazawi, participant

> “Inspirational!”
>
> Jimmy Chiam, participant

OUT-OF-THIS-WORLD FEATURES

So what made this programme so out-of-this-world?

✓ Compelling films and epic animations

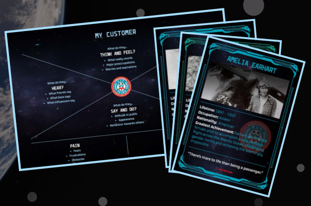
EXPEDITION F.I.T. SELF-ASSESSMENT
- CLICK TO BEGIN -
YOUR MISSION STARTS HERE
- CLICK TO BEGIN -
DATWYLER

✓ Invite and pre-assessment

✓ A social learning and digital facilitation platform

DATWYLER
MISSION CONTROL
Gary Ang 1 month ago
Like
4 likes
Reply

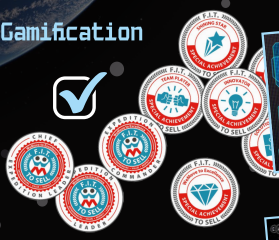
✓ Engaging learning materials

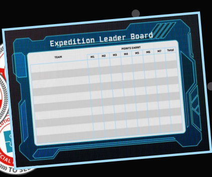

MY CUSTOMER
THINK AND FEEL?
HEAR?
SAY AND DO?
PAIN
AMELIA EARHART

Lifetime: 1897 - 1937
Occupation: Aviator
Nationality: American

"There's more to life than being a passenger."

✓ Gamification

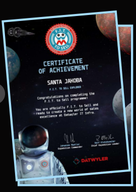

F.I.T.
SHINING STAR
TEAM PLAYER
INNOVATOR
SPECIAL ACHIEVEMENT
TO SELL


Expedition Leader Board
POINTS EARNT
TEAM
M1
M2
M3
M4
M5
M6
M7
Total

✓ Explorer notebook

F.I.T. TO SELL
EXPLORER
EXPEDITION NOTEBOOK
DATWYLER

✓ Expedition Leader Zone



CERTIFICATE OF ACHIEVEMENT

SANTA JAKOBA

F.I.T. TO SELL EXPLORER

Congratulations on completing the F.I.T. to Sell programme!

You are officially F.I.T. to Sell and ready to create a new world of sales excellence at Datwyler IT Infra.

Johannes Mueller, Expedition Commander

Ralf Kleinbohmer, Chief Expedition Leader

DATWYLER

✓ End of programme certificates

✓ Delivery of programme in three languages

✓ Space exploration creative theme and identity

✓ F.I.T. to facilitate and Train-the-Expedition Leader workshops

✓ Physical explorer packs

EXPEDITION SPECIAL ACHIEVEMENT STICKERS

FACILITATOR GUIDE
F.I.T. FACILITATOR
OUR A-Z GUIDE TO
facilitation excellence
fuelled by the power of happiness!
strengths and qualities

> “We have been working with The Happy Learning Company for many months now and I cannot express their commitment to an idea, and willingness to go the extra mile for more precise and deeper understanding. The training that we are rolling out at the moment is so engaging, spot on and detailed – I have never seen this kind of commitment and out-of-box thinking. Also the client service – supportive, approachable – you can trust them with anything. I highly recommend partnering with THLC for any trainings you need for your company – it will be well thought through and they always welcome feedback to improve.”
>
> Santa Jakoba, Datwyler IT Infra

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