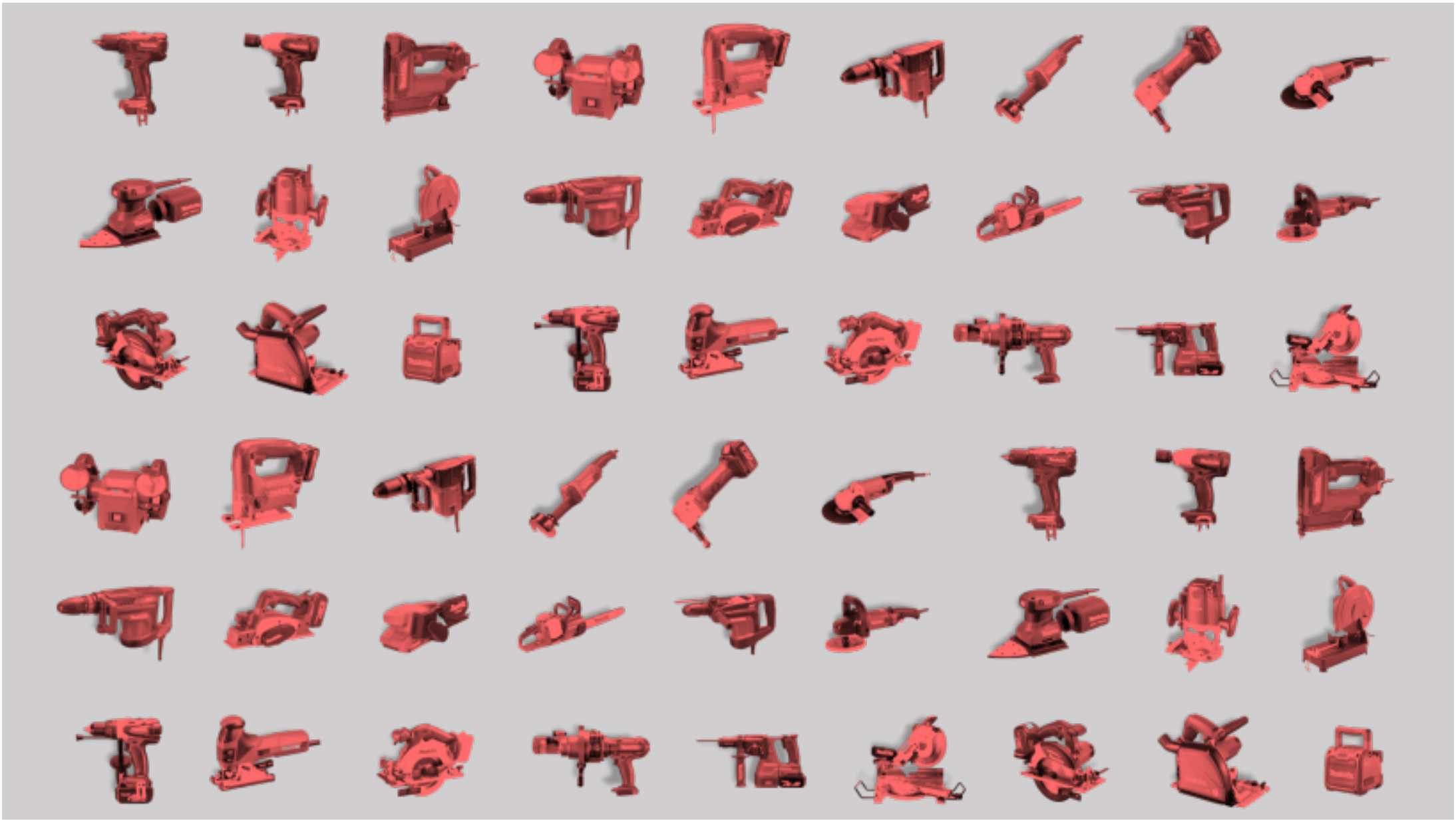
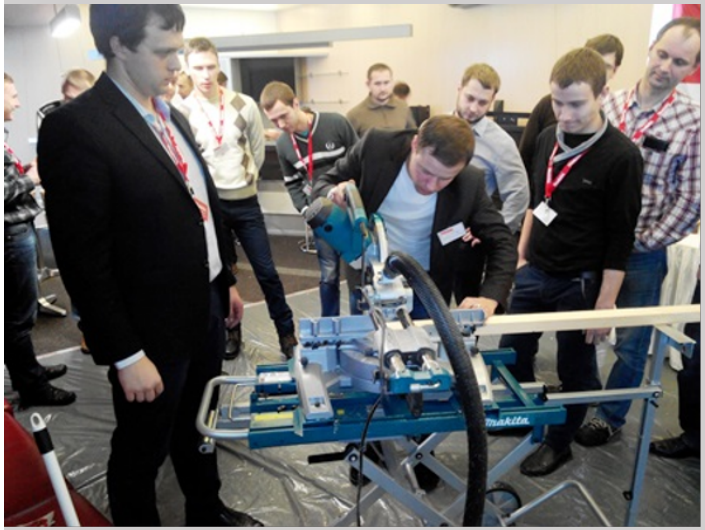
ПИР-2017
ФЕСТИВАЛЬ ПРАКТИКИ РАЗВИТИЯ

Обучение продажников в VUCA окружении: подход 70-20-10

Павел Греков




makita

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TECHKNOW
CREDIT

Milwaukee

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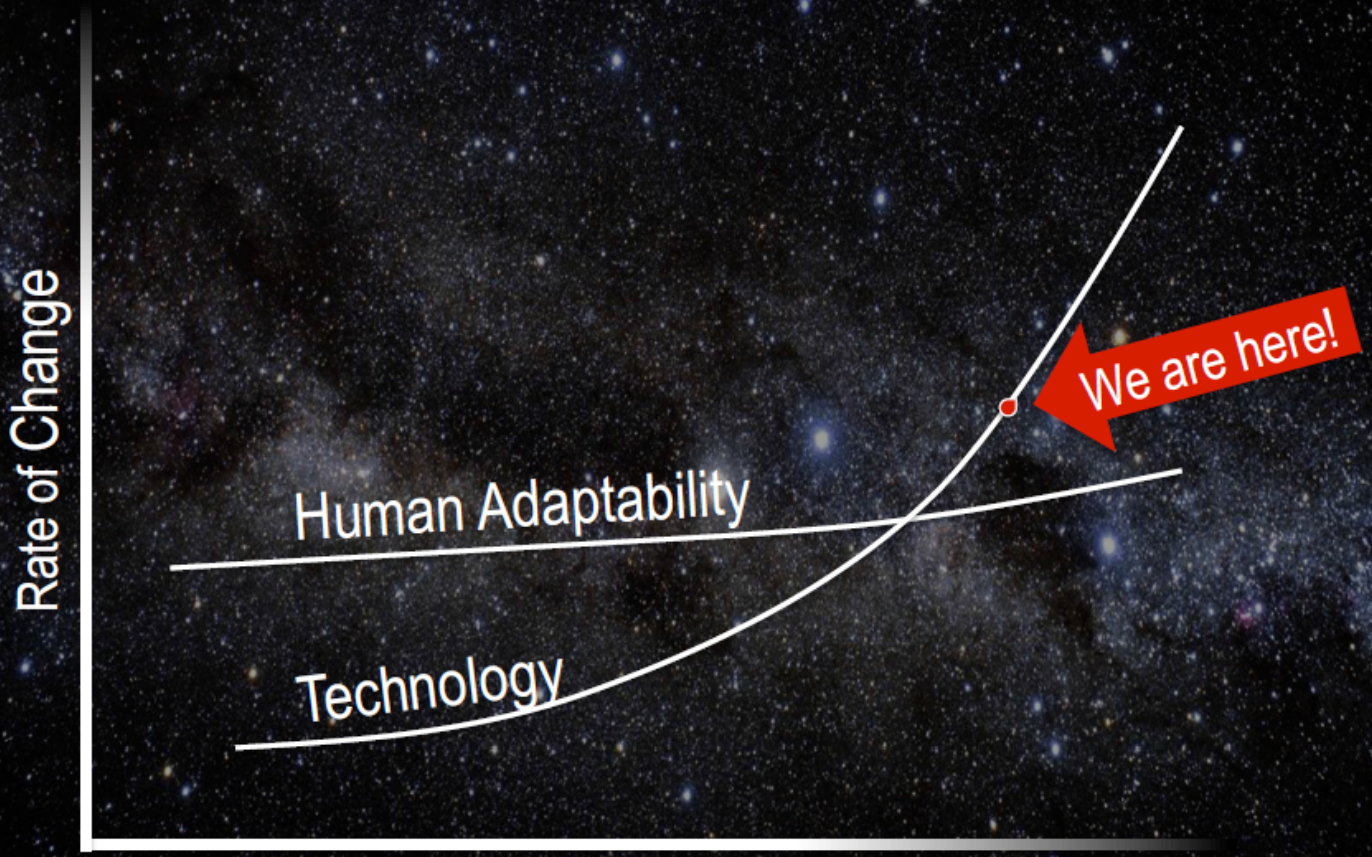
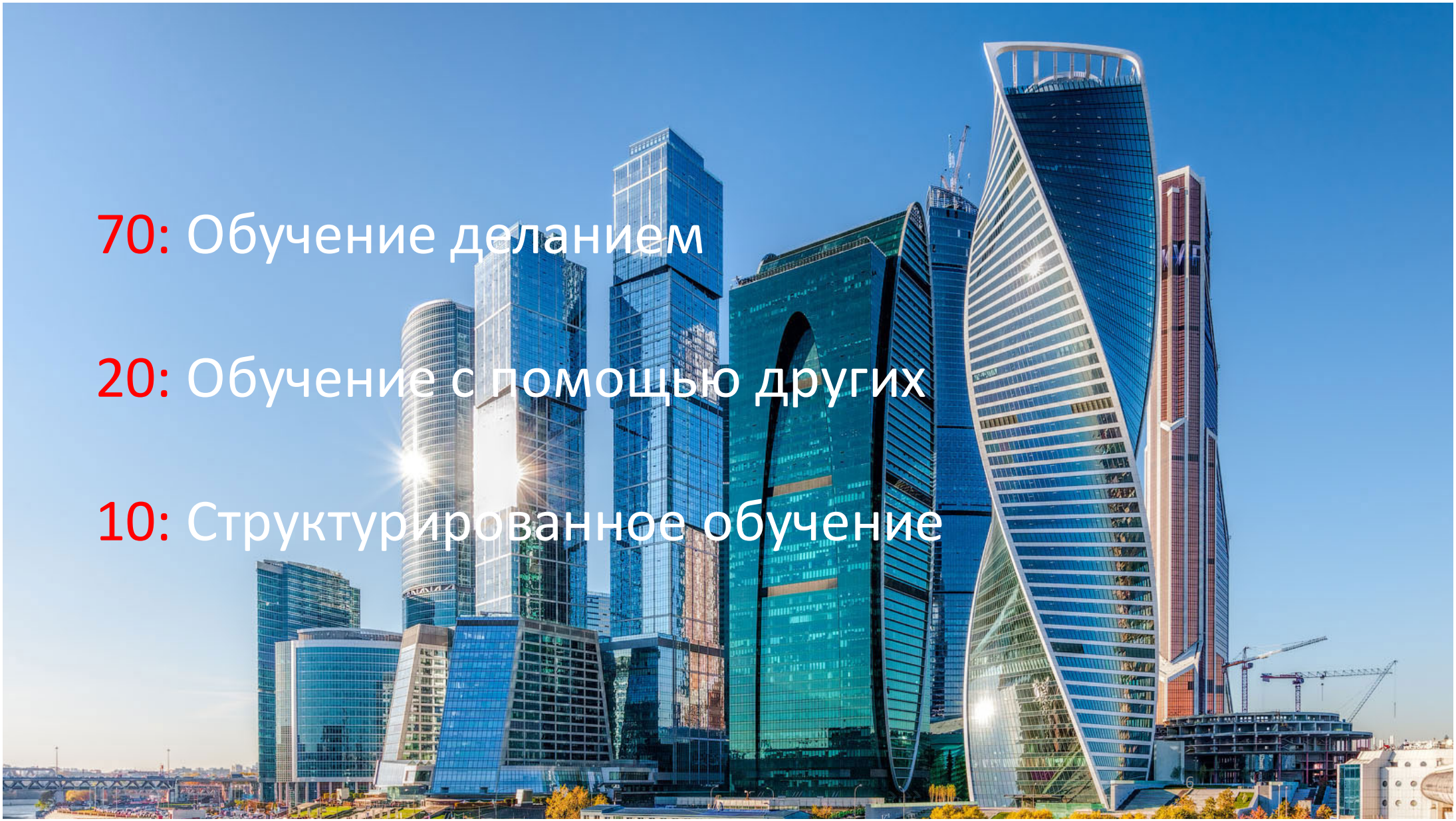
THOMAS FRIEDMAN'S CHART
SPEED OF TECHNOLOGY VS ADAPTABILITY



Eric Teller, Google, cited in Friedman, T. L. (2016). Thank you for being late: An optimist's guide to thriving in the age of accelerations. NY: Farrar, Straus and Giroux.


70: Обучение деланием
20: Обучение с помощью других
10: Структурированное обучение

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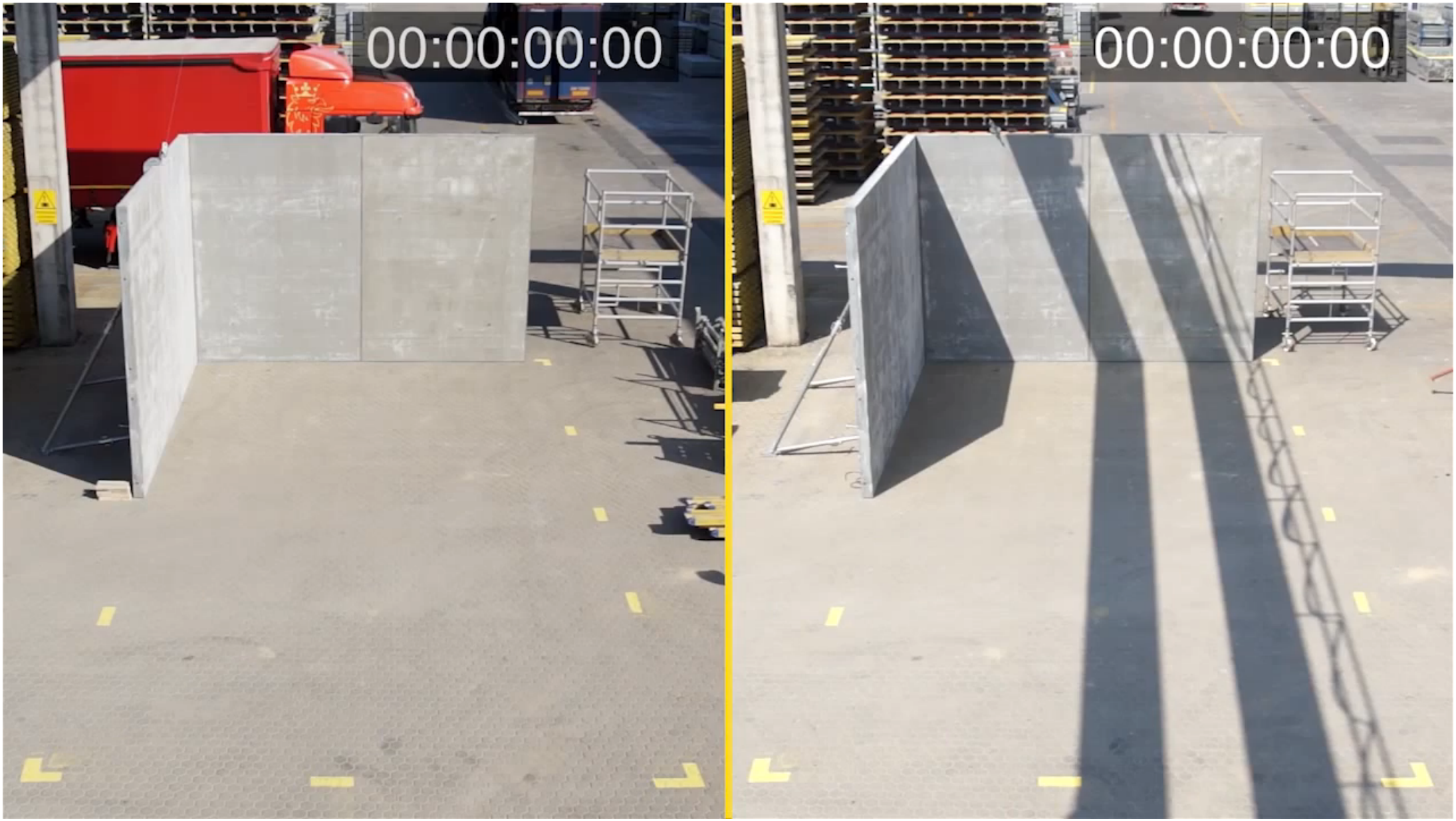
Account
V-PD
Quizlet
Customers
CRM
SAP
Phone
Safari
Mail
Tools
Time-M
Application
Music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