

# MULTIPLIER WORKSHOP

**BUSINESS OBJECTIVE:** IMPROVE TEAM PRODUCTIVITY & CROSS FUNCTIONAL COLLABORATION

**TARGET AUDIENCE:** MANAGEMENT TEAM

**INDUSTRY:** BANKING SECTOR

**THE LEARNING JOURNEY: 3 DAYS SPLIT A MONTH APART**

**THE TOOLS: CLASSROOM TRAINING, LEARNING CIRCLES, PROMOTE, AXONIFY, WORK-BASED ASSIGNMENTS**

Level 1 Reaction

Level 2 Learning

Level 3 Behaviour

Level 4 Results

4.8/5

Score achieved for  
“Course being useful to  
their Leadership Career”

23%

KNOWLEDGE GROWTH

Axonify™

48%

Showed application of  
learning through  
assignment submissions  
(Group 1 – 4 only)

- ✓ Increased collection recovery from AED2M to AED2.5M/ month; based on last 2 months performance (Collections)
- ✓ Increased sales from AED57M / month to 70M / month (Auto Finance)
- ✓ 4 under performing staff over achieved their targets for 2 consecutive months (Area Manager)
- ✓ Business retention increased from 2.5M to AED8M (Customer Retention Unit)