

# Korn Ferry's Alliance Membership

A one-stop resource for talent management practitioners to access Korn Ferry content, tools, and a global network of peers and experts



# AchieveForum is now part of Korn Ferry – Together we offer world-leading research, data, and development content

Korn Ferry's un-matched insights and services in talent management...

4bn

More than **4 billion** data points collected.

8m

Engagement data on **8 million** employees.

1m

Over **1 million** employees and leaders developed every year.

69m

Over **69 million** assessments taken.

Quarterly

New benchmarking data and research insight every quarter from the Korn Ferry Institute.

1000+

Over **1000** learning modules across leadership, sales, service, project management.

...adds additional value to the Achieve Forum Alliance membership

- 180+ member organizations and growing network of active L&D practitioners
- New learning content covering leadership, front-line management, project management, digital leadership and more
- Access to Korn Ferry's global network of experts and consultants
- Korn Ferry Institute research and trend reports
- Competency and development planning tools



# A membership focused on helping L&D practitioners solve urgent challenges



First-time managers are not prepared to manage people.



Our competency framework is not fit for the digital-age.



Leadership development is not reaching everyone who needs it.



Leaders are not sustaining behavior change.



We need to build more agile leaders to navigate constant business change.



We need to (quickly) build more inclusive behaviors in managers.



# Three key talent questions every organization should ask...

## Our fit for future approach



## Process



"What strikes me about the Alliance is first, the course content for the programs and the quality of that content. The competencies really address the different levels of leadership and learner stakeholders. In some respects the programs are universal, but also very specifically relevant."

(Senior Director, Learning & Development, April 2019, 3 –year Alliance member)

## Why Korn Ferry Alliance?

### Alliance Membership Benefits



Increase the quality, speed, and impact of your L&D projects.



Get access to Korn Ferry's world class IP and development cost at one low annual flat fee for the entire HR team.



Get the flexibility and ease to use course materials as you want.



Learn and apply best practices from a network of leading L&D Practitioners and Korn Ferry experts.



# Korn Ferry Alliance

## Learning Content



# Alliance Leadership Development Learning Content Library

Unlimited access to facilitator/participant materials, including toolkits and job-aids | \*Programs are mapped to Korn Ferry's 38 Competencies.

## Create Clarity and Focus

- Accelerating Strategic Initiatives

## Lead with Influence

- Influencing Outcomes Through Others
- Leading with Influence

## Lead Change

- Adapting to Constant Change
- Leading Change

## Coach and Develop

- Coaching Clinic
- First-Line Essentials
- Giving Needs-Based Feedback
- Realizing Talent in Others

## Motivate and Engage

- First-Line Essentials
- Offering Rewards and Recognition
- Shaping a Motivational Workplace
- Building Commitment to Results

## Build and Lead Teams

- Building Team Pride and Purpose
- Developing Team Agility

## Drive Performance

- Accelerating Strategic Initiatives
- Clarifying Performance Expectations
- First-Line Essentials
- Correcting Performance Problems

## Manage Conflict

- Resolving Conflicts With Your Peers

## Solve Problems and Make Decisions

- Dilemma Management
- Making Collaborative Decisions
- Leading Complex Decisions

## Know and Manage Self

- Adapting to Constant Change
- First-Line Essentials
- Managing Your Priorities

## Communicate with Impact

- Skillful Conversations
- Guiding Collaborative Discussions
- Storytelling in Business

## Develop a Leadership Mindset

- Building Trust Under Pressure

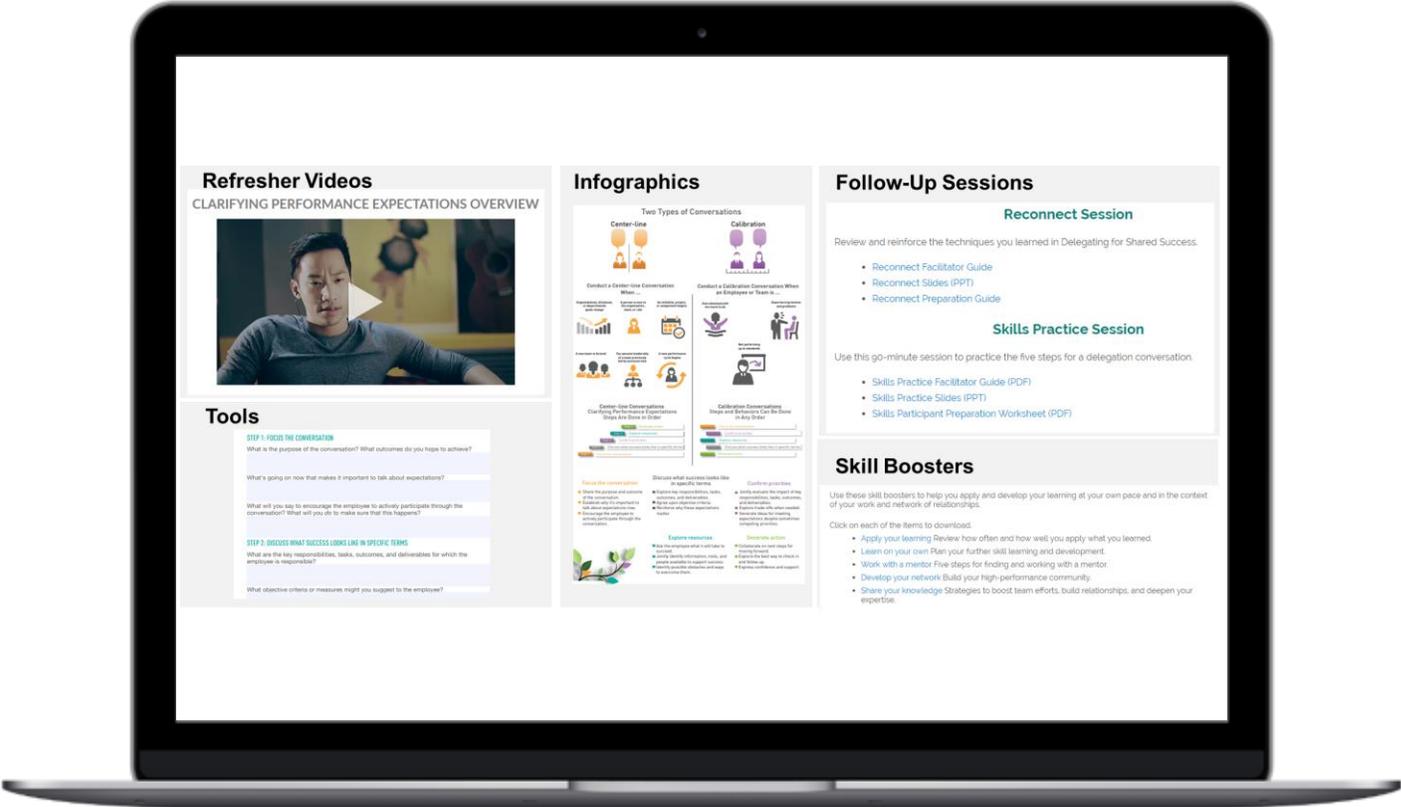
## Understand Others

- Leading With Influence



# Leadership toolkits: On-demand support during & after programs

24/7 Self-Guided Learning



Customer experiences boil down to the multiple touch points your customers interact with every day.

Our customer experience strategies build a foundation for unforgettable interactions that deliver lasting results by providing the skills, methodology and processes that ensure exceptional interactions at every touch point along the customer journey...

## Service Ready™ Solutions

ILT/VILT (Facilitator & Participant Materials – non-editable)

- **Building Customer Loyalty™** develops information and skills that help make every customer's interaction a positive experience by leaving the customer feeling understood, appreciated and confident in the organization. These feelings increase the customer's loyalty, bring value to both the customer and the organization and help the CX teams build long-term, personalized customer connections.
- **Mastering Conversation Essentials™** advances customer service listening skills, leading to high-value interactions and guide buyer-focused conversations for win-win outcomes.



# Sample of learning content included: Transforming Team Members to First-Line Managers

## First-line essentials

- **Our Most Popular Program.** First-Line Essentials, focused on front line managers, is our most popular program, and now it's included in your membership.
- **Essential to Democratization.** Front line managers are the most numerous set of managers in an organization, and arguably the most important leaders. Today, they face challenging obstacles due to advances in technology, constant and increasing levels of change, and pressure to deliver results.
- **Critical Leadership Practices.** Our program focuses on four leadership essentials to enable your leaders to deliver results, invest in high level activities, coach team members, drive business results, and maximize team efforts.



# Trainer Preparation Videos for our most popular programs



Accelerate your preparation for facilitating the programs below by watching our expert facilitators deliver them, in traditional video formats!



You'll see how they introduce the program and each section, set up and facilitate activities, respond to participant questions, and more.



In addition, enjoy a behind-the-scenes interview with the facilitator to discover the tips and techniques for each program.



# Translations of 10 Most Popular Leadership Development Programs Available in Seven Languages

“We need the program materials translated into key languages to enfranchise more of our employees.”

## Multi-Language Materials



**Translation.** We translated **ILT classroom materials** for 10 of our most popular Leadership Development programs –including ready-to-use facilitator and participant materials –into seven languages, enabling members to quickly deploy quality resources globally.



**Quality Review.** We employ a 3-point review process by our experienced bilingual facilitators, ensuring quality and appropriate context.



**Programs included are:** Adapting to Constant Change, Building Trust Under Pressure, Clarifying Performance Expectations, Coaching Clinic, Dilemma Management, First-Line Essentials, Giving Needs-Based Feedback, Leading With Influence, Offering Rewards and Recognition and Realizing Talent in Others.

## Supported Languages

- Chinese (Simplified)
- English
- French
- German
- Japanese
- Portuguese (Brazilian)
- Spanish



# Coaching Microlesson SCORM Files

Accelerate your team's success with microlessons that can be loaded directly onto your LMS for easy deployment to your internal stakeholders.

## Microlessons include:

- Visual, Kinesthetic, and Auditory Learning Styles
- Lots of Color
- Graphic Icons
- Video Reviews
- Drag and Drop
- Lesson Assessments
- Learning Suggestions
- Review, Reply, Repeat



# 28 Project-Centric Microlearning Topics

Accelerate your team's success with microlessons that can be loaded directly onto your LMS for easy deployment to your internal stakeholders.

- Aligning Ideation, Culture and Structure
- Aligning Opportunities and Workforce in Portfolio Management
- Analyzing and Aligning your Stakeholders
- Apply a Customer-centric Approach to Elicit Customer Needs
- Build a Schedule
- Create Offerings with Design Thinking
- Creating Your Influence Power
- Developing an Influence Strategy
- Establish Goals and Objectives
- Finalize the Project Plan
- Fulfill the Role of a Project Leader
- Identify Your Business Needs
- Identifying Your Stakeholders
- Improve Decision Quality in Portfolio Management
- Leading High Performing Teams
- Leverage Your Context for Success
- Manage People During Implementation
- Manage the Optimized Portfolio
- Manage the Work During Implementation
- Managing Relationships with Key Stakeholders
- Maximize Your Influence
- Negotiating with Stakeholders for Mutual Gain
- Set Up and Manage a Project Using Lean and Agile
- Successful Stakeholder Conflict Management
- Transition to a Lean and Agile Project Environment
- Understand Complexity Using Perception
- Understand the Basics of Conflict Management
- Understand the Fundamentals of Managing Project-Based Work

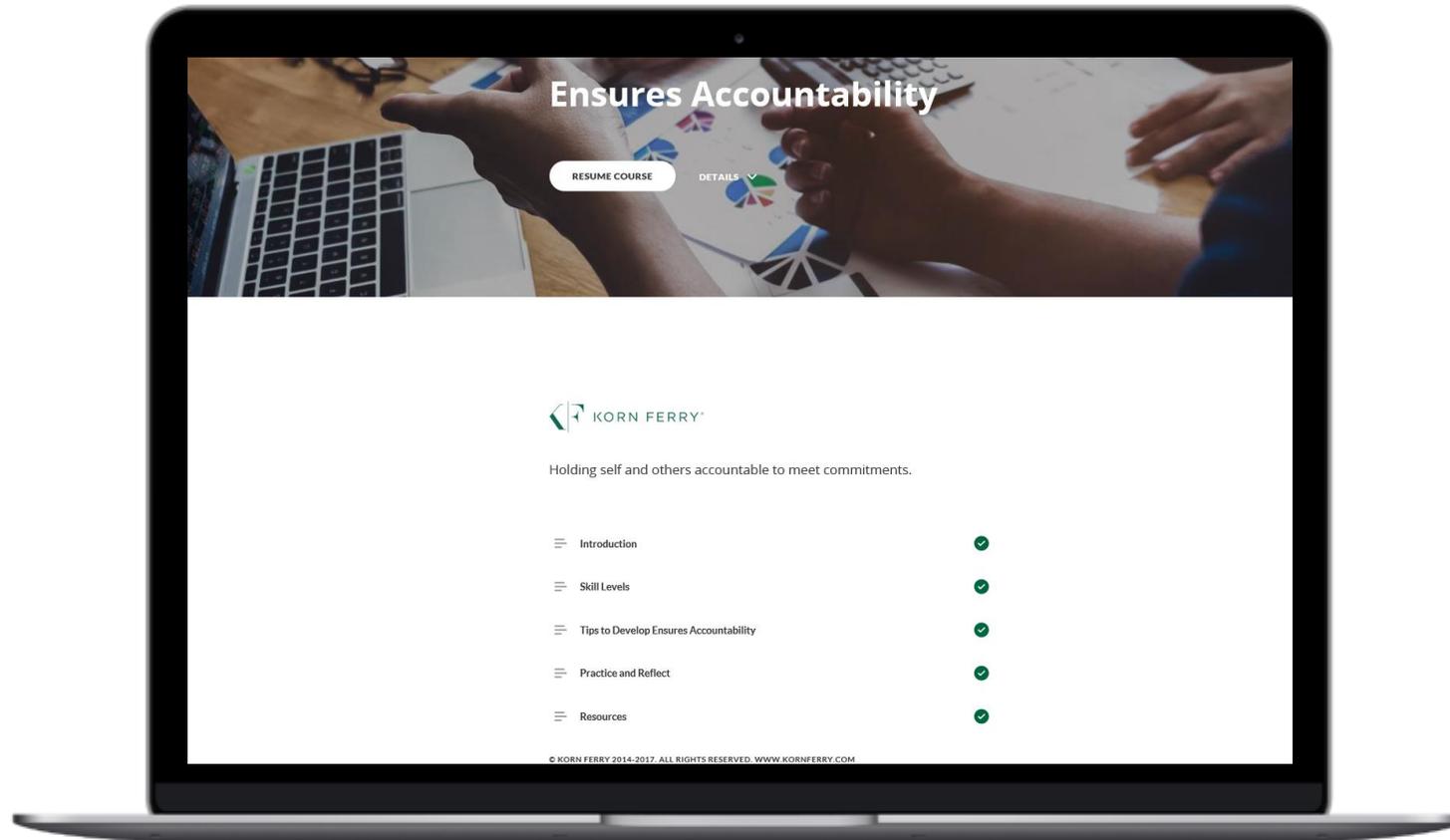


Korn Ferry Alliance

Research, Tools  
and Expert Network



# Access to View Korn Ferry's Leadership Architect Competency Framework



- View Korn Ferry Core 38 competency framework
- In-depth competencies definitions
- Description of Skilled, Unskilled, Overused competency
- Skill Improvement Tips

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Korn Ferry Alliance

# Membership Services



# Alliance Account Management Support

We work with you throughout the membership, to guide you to the Alliance resources most relevant to your priorities.



## Membership Orientation

Session with your account manager to provide a guide to using Alliance resources to implement your key priorities.



## Continuous Support

Ensure you can easily leverage your Alliance resources.

- Identify the appropriate cadence/timing to schedule check-in calls with your dedicated Account Manager.



Thank you

