

Contests and Gamification

Use Rehearsal to gamify skill development with contests that generate excitement and engagement.

Challenge

Training sessions and activities many times are met with resistance and a lack of enthusiasm. This is due to the heavy workload most people are dealing with. Training is typically forgotten just as quick as it came, leading to a lack of retention and limited effectiveness.

Approach

Organize Rehearsal programs and scenarios to include friendly competition. We have seen many customers organize small pitch contests as well as large team competitions which promote inter-team collaboration. Leaderboards and Channels can be used to showcase the best examples and create a best practices library.

Benefits

- Generates excitement around practice programs and scenarios
- Drives program participation and creates a sense of recognition
- Promotes retention and effectiveness of practice topics
- Establishes a sense of community and bonding across the organization

Applications

- Sales Pitch Contests
- New Product Launch Contests
- Storytelling Contests
- Best Use Case Contests
- New Hire Contests

Industry Example

A medical device sales organization uses Rehearsal for weekly sales pitch contests with the best performances shared to the Leaderboard. As a result, the organization has seen increased revenue generation.