



MERCURI
international

WHITEPAPER

Real-life business situations

Reality Game



REALITY GAME

“Integration of skills enhancement in daily job practices, is not an ideal anymore but is a must ”

“In 29 years at the company this is the best training I have ever had: extremely hands on an interactive. Do it! Really fun!”

1

KNOW-HOW TRANSFER (R)EVOLUTION

The transfer of know-how has known a major revolution in the past years with the emergence of web tools and today with the development of learning eco-systems.

This (r)evolution has changed the training industry drastically. Today the trainer needs to change his methods and evolve from a “teacher” role to a

“trainer” role. As the need for competence development remains essential, the most impactful manner is now on and off the field in order to guarantee integration and implementation and thus long-term results.

2

THE MI REALITY GAME

Based on this learning revolution we, at Mercuri International Benelux, have developed an innovative, very pragmatic and efficient concept: the MI Reality Game.

3

LIFELIKE EXPERIENCE

The participants are taken on a journey and are confronted to different situations so “lifelike” to their business realities that they will lose the sense of reality and fiction.

As in real life there will be human impacts and unpredictable events. The decisions or actions that are taken today will influence the future. Some human relations and reactions will be out of the managers’ circle of influence.

In this concept there is no room for slidument (slide+document); we build, activate and accelerate the skills and competences.

4

OBJECTIVE

The participant will be able to adapt, anticipate and keep control whatever the context is by reinforcing his coaching and leadership competences in his concrete business reality.

5

AUDIENCES THAT BENEFIT FROM THIS CONCEPT

- Major control laboratory – Laboratory Managers: drastic improvement of their people management skills with high impact on personal satisfaction
- International retail chains - Shop managers: leadership and shop management skills enhancement and significant increase in sales results
- European key sport brand – managers: integration of the HR strategy in their day-to-day job
- Famous Telecom company – all levels of management (commercial, area, shop): integration and implementation of the new strategy and new dashboard

- Worldwide FMCG company – Managers (coaching and leadership alignment) and sales (sales calls and negotiation improvement with customers)
- National social public services company – Area Managers: integration and buy-in of the new strategy with a drastic impact on the whole customer service organization.

3

EXPERIENCE THE LEADERSHIP & COACHING REALITY GAME

- Team leaders and/or managers will be supported in their role through this unique pedagogical approach.
- They'll work in teams and be able to share their best practices.
- We'll challenge them in leading and managing a team of 3 people with different profiles facing different situations over a period of 6 months in a 2-day training.

PARTICIPANTS REALITY GAME

PARTICIPANTS COMMENTS

97% of the participants will recommend the reality game to others

95% of the participants stated they will work more effectively after the game

Get a more in-depth analysis of your situation and learn how we can help you develop the skills of your employees with a tailor-made reality game.