

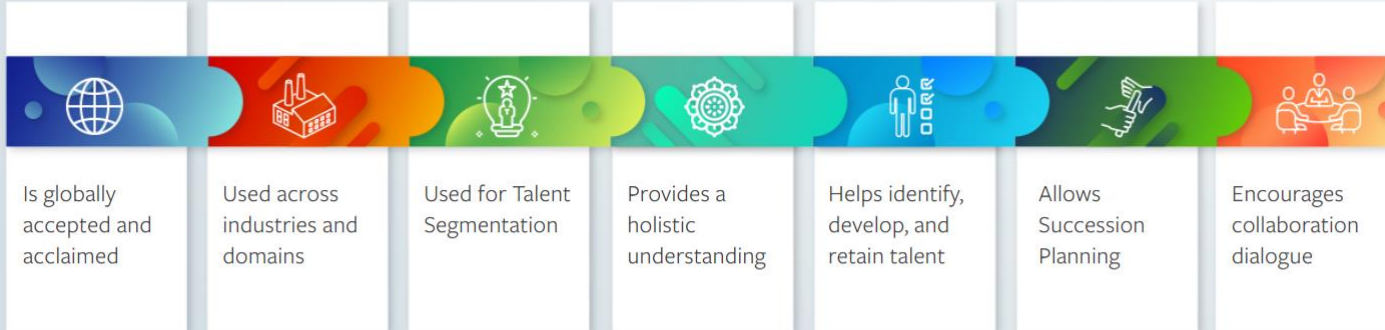
SAMPLES - Articulate

## Why 9-Box?

### 9-BOX



## 9-BOX





Sales Team goal



Sales Team enable



Sales Team helps



To record and monitor this network of individuals throughout the opportunity lifecycle, implementing measures to try to secure a successful outcome.

SAMPLES - HTML

# SAMPLE - 1

## Compliance Training

When you are dealing with stakeholders, internal or external, there are some risk areas that you need to be cautious about.

While fulfilling your responsibilities, be extra vigilant and assess that your professional obligation should not land you in trouble.



GIFTS AND HOSPITALITY



FRAUD



ANTI-TRUST



E-MAIL, THE INTERNET,  
AND THE USE OF  
COMPANY PROPERTY



PROPRIETARY AND  
CONFIDENTIAL INFORMATION



RECORD-KEEPING, FINANCIAL  
AND EXPORT CONTROLS



THE MEDIA AND  
FINANCIAL COMMUNITY



INSIDE INFORMATION AND  
TRADING SECURITIES

A vendor who is intelligent and capable of doing business with [redacted] offers you a trendy watch as a professional obligation. He anyways has bright chances to win the tender. What you should do?

Select the option that you feel is correct, and then click Submit.

- You should not accept the gift as it may be considered as an act to receive some benefit in return.
- There is no harm in accepting the gift as you are in no way affecting the tender decision.

SUBMIT





A vendor who is intelligent and capable of doing business with BIAL offers you a trendy watch as a professional obligation. He anyways has bright chances to win the tender. What you should do?

Select

You

as

The

w



### ***That's Correct***

---

It is inadvisable to accept or give any gifts or offers from anyone   does business with. If the gift or offer is of significant value, accepting it can create the appearance of a conflict of interest. It could be suggested or inferred that the gift-giver might receive favorable or preferential treatment such as purchase orders or better prices, terms, or conditions of sale.



*Click each question to know its response.*

**Who all the policy is  
applicable to?**


**Is there any important  
guideline I need to  
consider when  
accepting a permissible  
gift?**

**Are there any form of  
gifts that are  
acceptable?**

Further Reading: Click [here](#) to review the Gifts and Hospitality policy.

Policy is applicable to:

- Vendors
- Suppliers
- Customers
- Entities or individuals currently doing or seeking to do business with BIAL

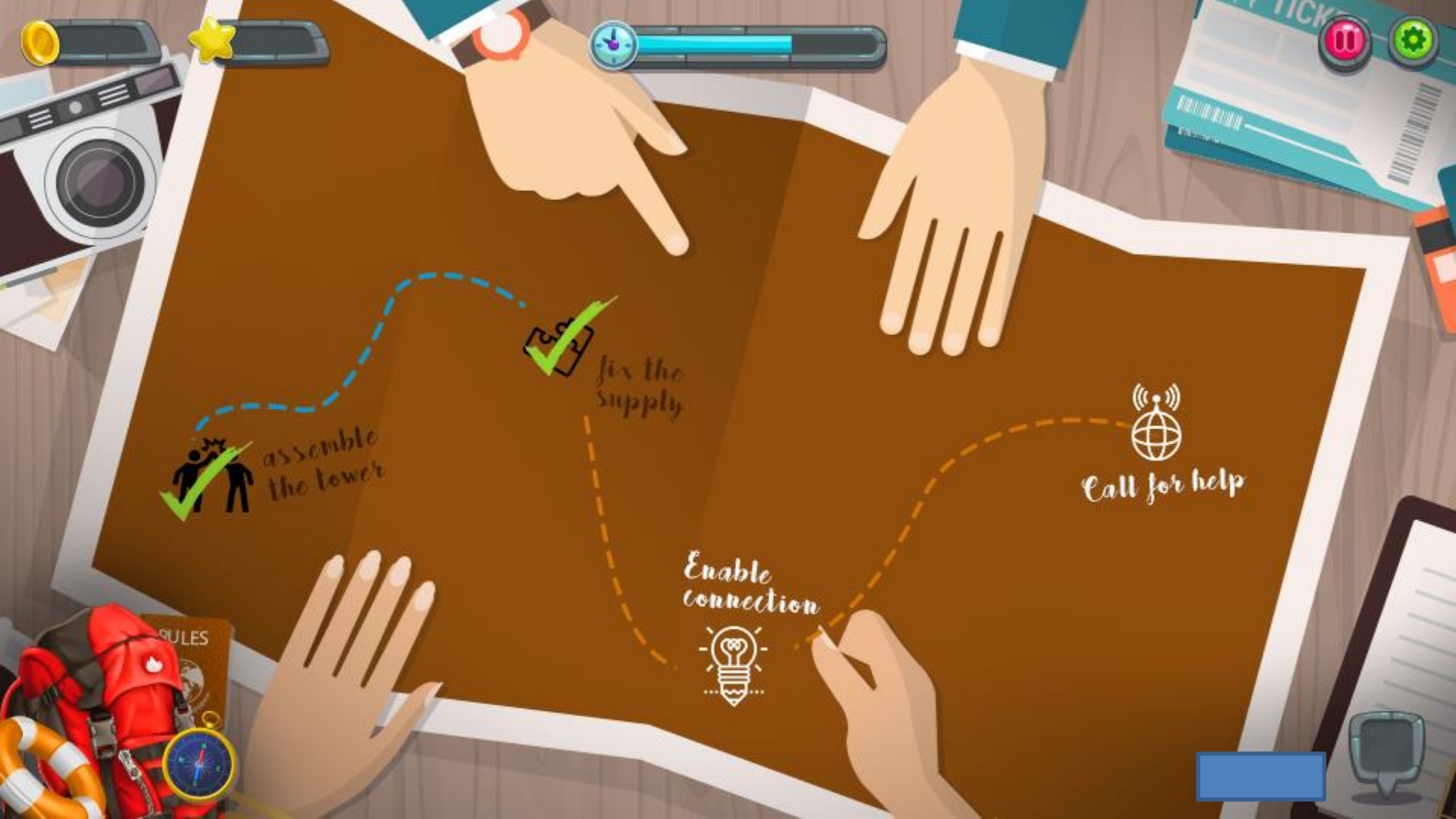
 requires employees to disclose on a gift-reporting form (available with HR), any business gift, favor or entertainment (other than business meals), given or received, that has a value of more than Rs.2000.

Generally, acceptable gifts are:

- Infrequent and not excessive in value
- Small enough so that you or the company are not embarrassed to discuss them.

# SAMPLE – 2

## Gamification



assemble the tower

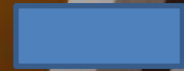


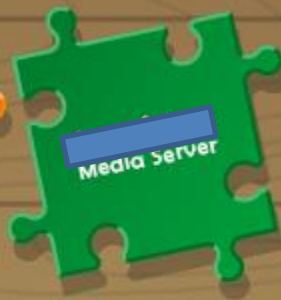
fix the supply

Enable connection



Call for help





Click each piece to learn about it.







1. Number of stations
2. Number of trunks
3. Traffic Specification
4. Number of Communication Managers
5. Types of users



# SAMPLE – 3

## Skill-based Training





# JENNIFER

CFO

Start



Welcome to the Audit Workspace.

*Choose an Avatar to proceed.*



**JENNIFER**  
CFO

You have arrived in XYZ corporation for audit. While checking the records, you notice the Sales Forecast was not present. You ask for the Sales Forecast data of the firm.

Click the Sales Forecast to view the data and audit the same.







**JENNIFER**  
CFO

You have arrived in XYZ corporation for audit. While checking the records, you notice the Sales Forecast was not present. You ask for the Sales Forecast data of the firm.

Click the Sales Forecast to view the data and audit the same.



Quarter	Sales (\$M)	3-Month Moving Average	
1	296	-	
2	393	-	
3	430	-	
4	492	373	<input type="checkbox"/>
5	559	438	<input type="checkbox"/>
6	568	498	<input type="checkbox"/>
7	569	540	<input type="checkbox"/>
8	638	565	<input type="checkbox"/>
9	601	594	<input type="checkbox"/>
10	609	603	<input type="checkbox"/>

Audit each record and choose the appropriate option.

Submit

# SAMPLES – Video



HTML

Identify opportunities and  
**add value**



Client  
Scoring Card



Financial  
Cheat Sheet



Client Intimacy  
Questionnaire



Opportunity  
Analysis

Step 1: Filter

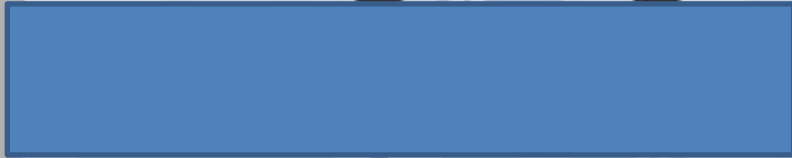


02:30

17:30

Vyond

# The Beginning

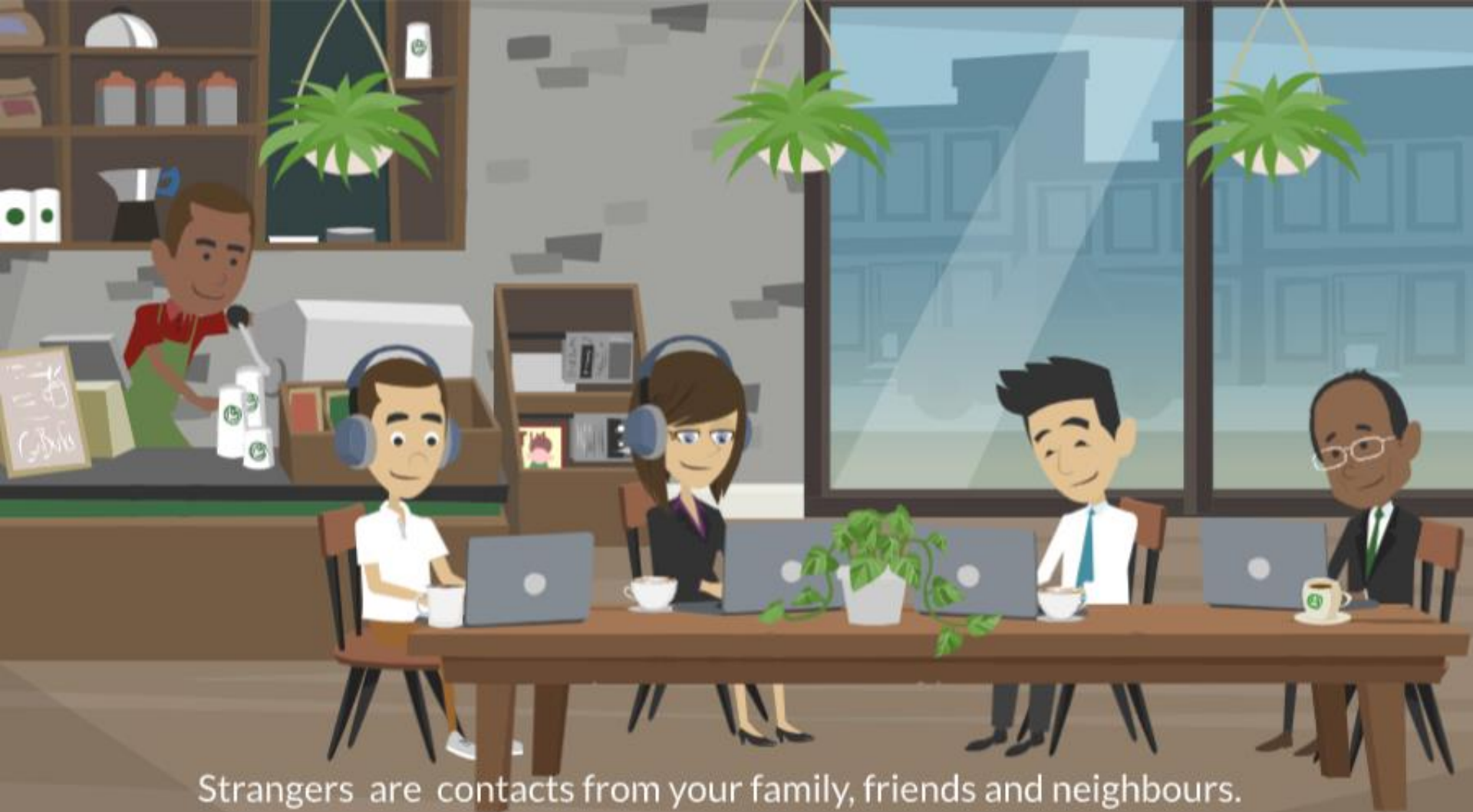


Think of a dream  
that is your North  
Star – that will give  
your life a direction  
and a sense of  
purpose.

**PAUSE AND REFLECT**







Strangers are contacts from your family, friends and neighbours.



SAMPLES - RISE

Design For X -  
Principles



Simple

Click to flip



Standard

Click to flip



Feasible

Click to flip



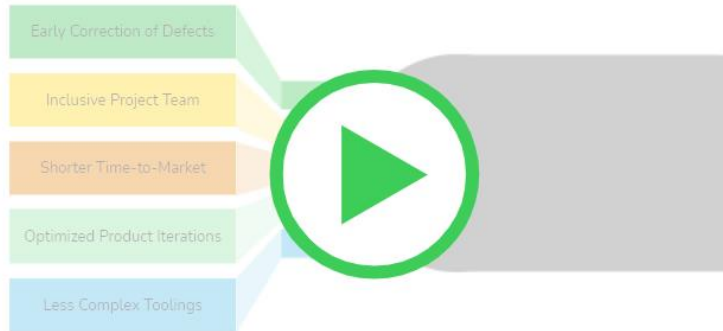
Robust

Click to flip

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## Design For X (DFX) – Characteristics

Click the **play icon** to view the video.



## Design For X (DFX) – Characteristics

Click the **play icon** to view the video.



Click each **characteristic** to learn more.

THANK YOU!