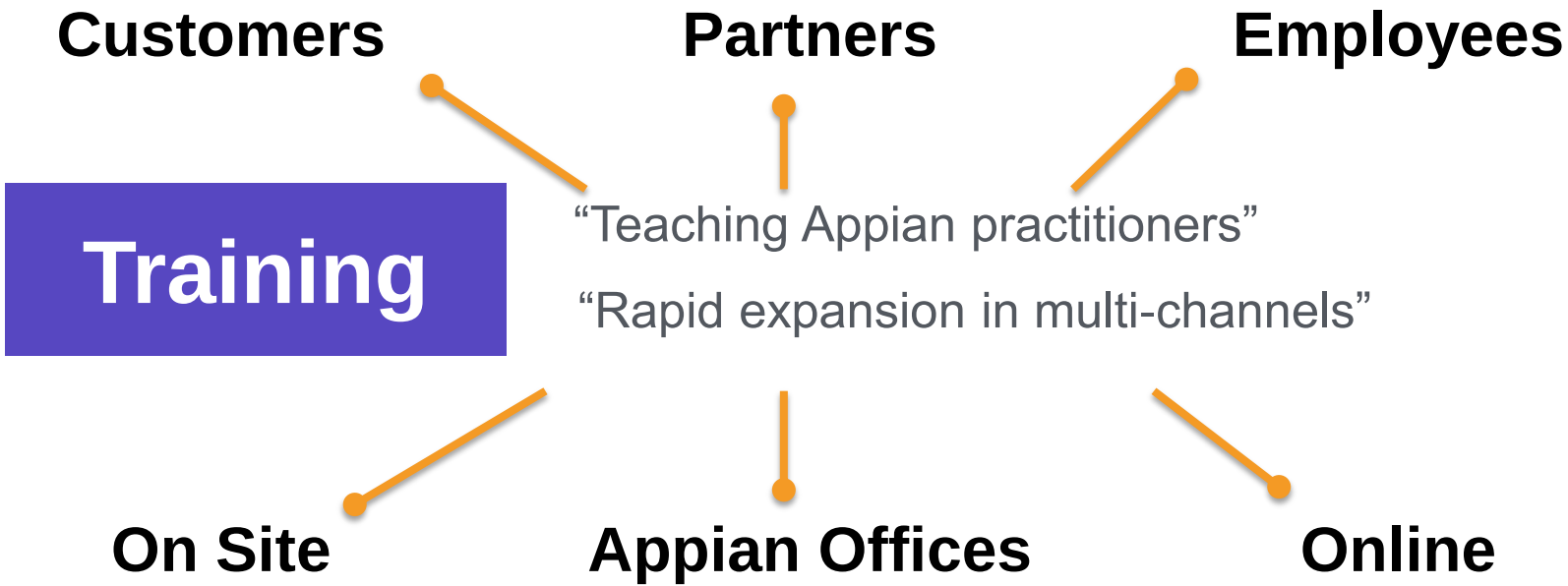
Coached Academy Webinar

Medhat Galal,
VP of Enablement

Appian


Customers
Partners
Employees
Training
“Teaching Appian practitioners”
“Rapid expansion in multi-channels”
On Site
Appian Offices
Online

Issues of a bad training plan

Under-trained

People get **less** than they need, **reducing skills**

Reduced Mindshare

Potential learners almost **never** attend **essential** courses

Lack of Up-training

Learners **never** come back to get **updates** or learn more

Elements of a **good** training plan

Well-trained

People get exactly what than they need to **elevate skills**

Expanded Mindshare

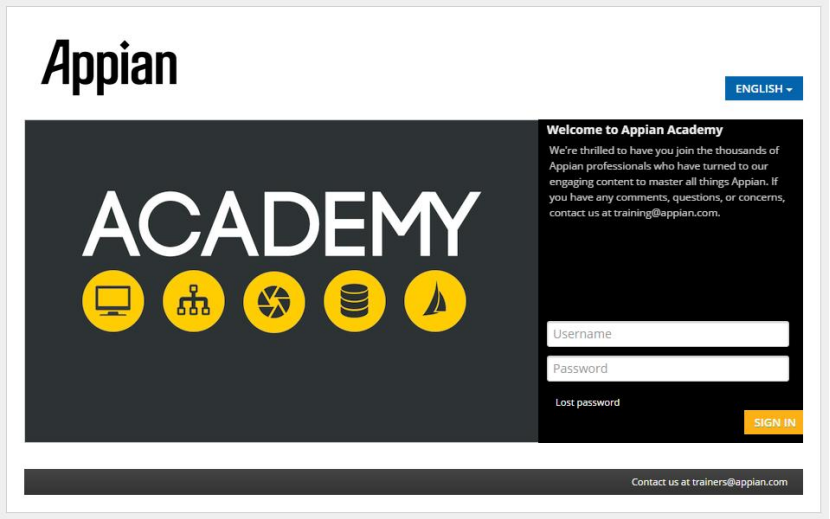
Potential learners **always** attend **essential** courses

Continuous Up-training

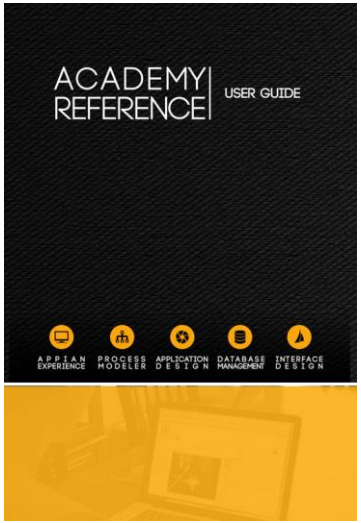
Learners **always** come back to get **updates** or learn more

Training 2014 at a **glance**

Launched Coached Academy



New User Guide



1200+
Total Trained

400+
Partners Trained

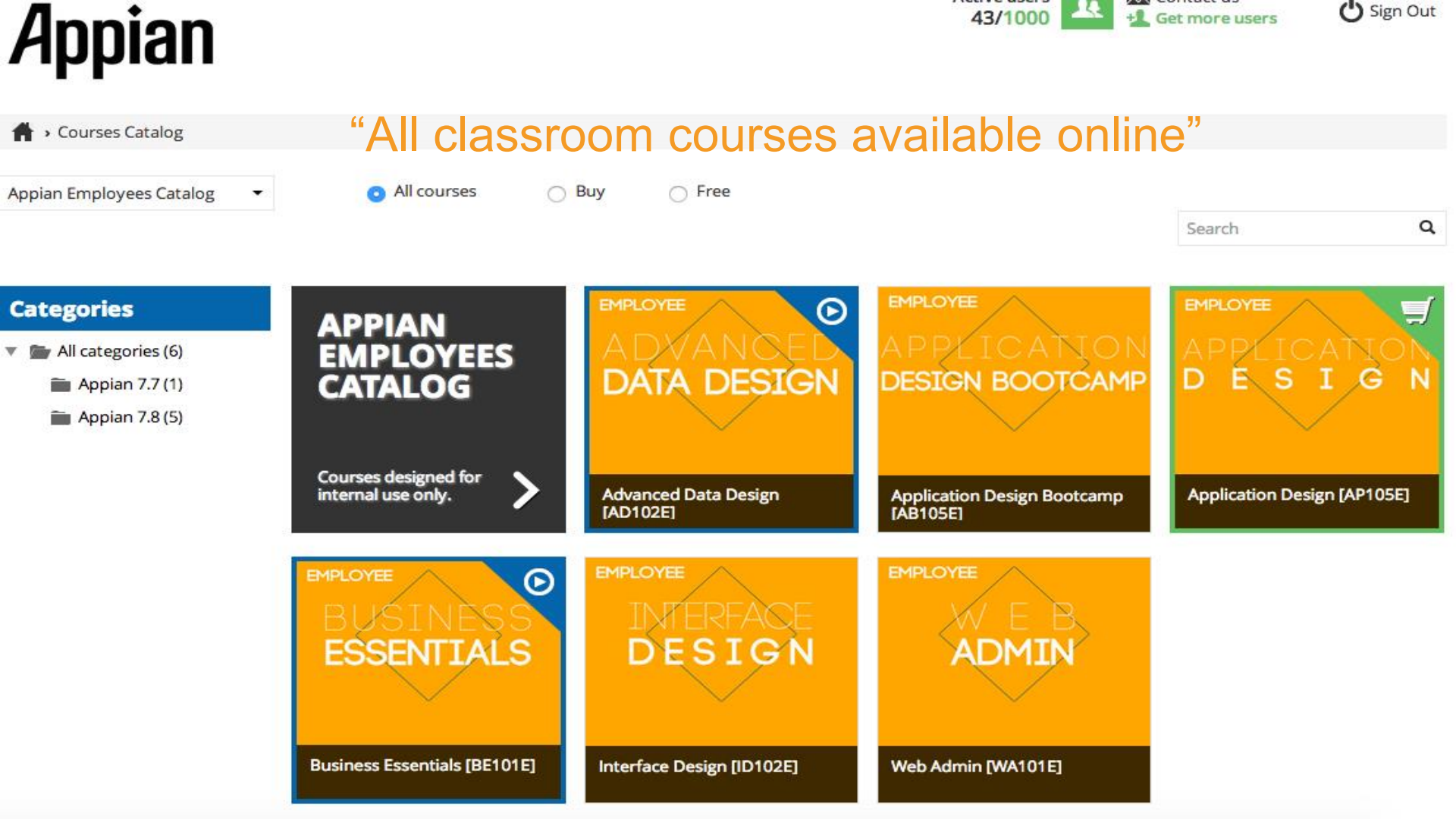
500+
Certified

Coached Academy – Better than online

- Traditional Online
  - Self-paced only
  - No assistance from experts
  - No graded homework
  - No access to software
  - Individual courses only
- Coached Academy
  - Simulated classroom
  - Access to training expert
  - Homework and quizzes
  - Scheduled, but self-paced
  - Individual Cloud instance
  - Role learning track

"Everyone wanted Appian Online Training..

We wanted to provide the best experience for learners"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EMPLOYEE
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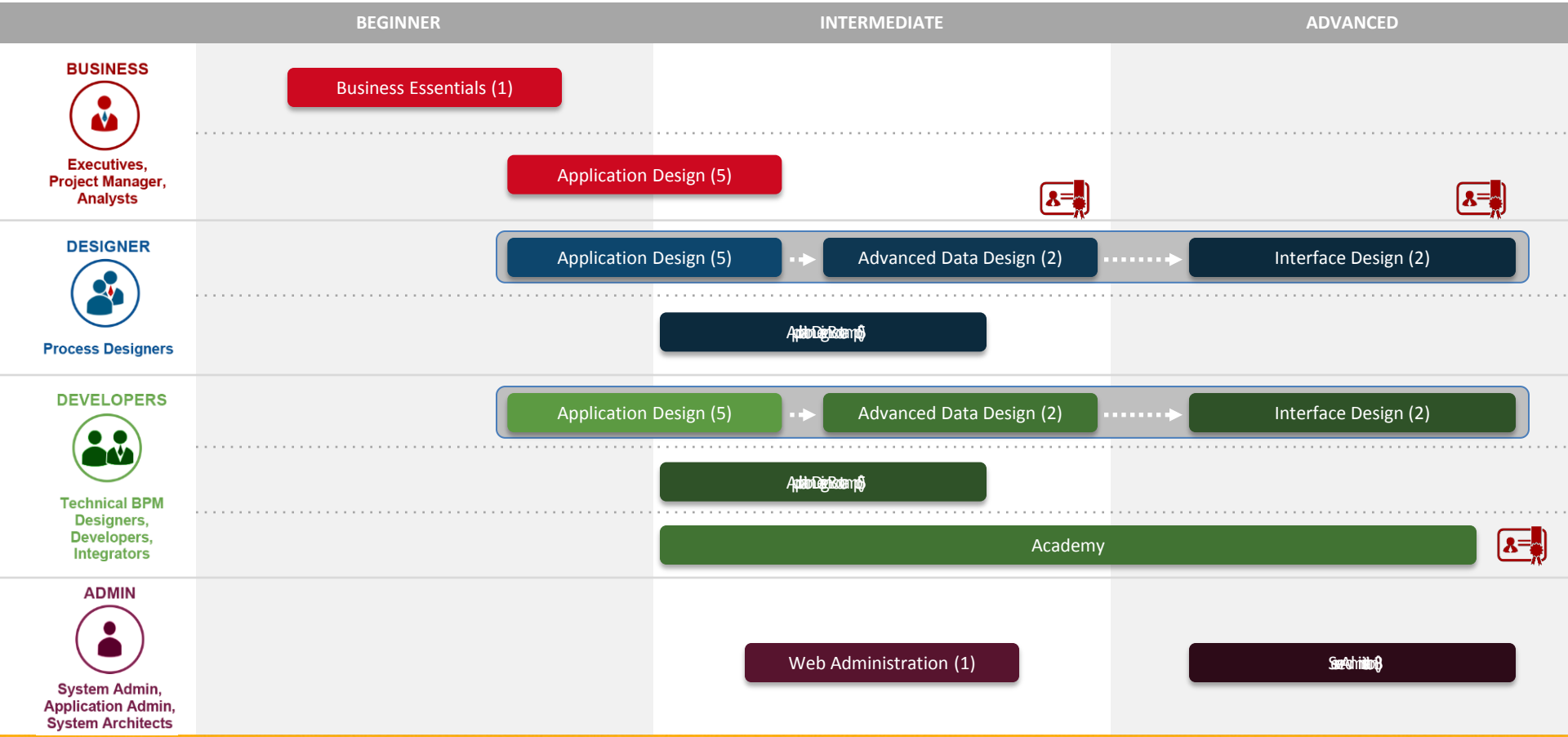
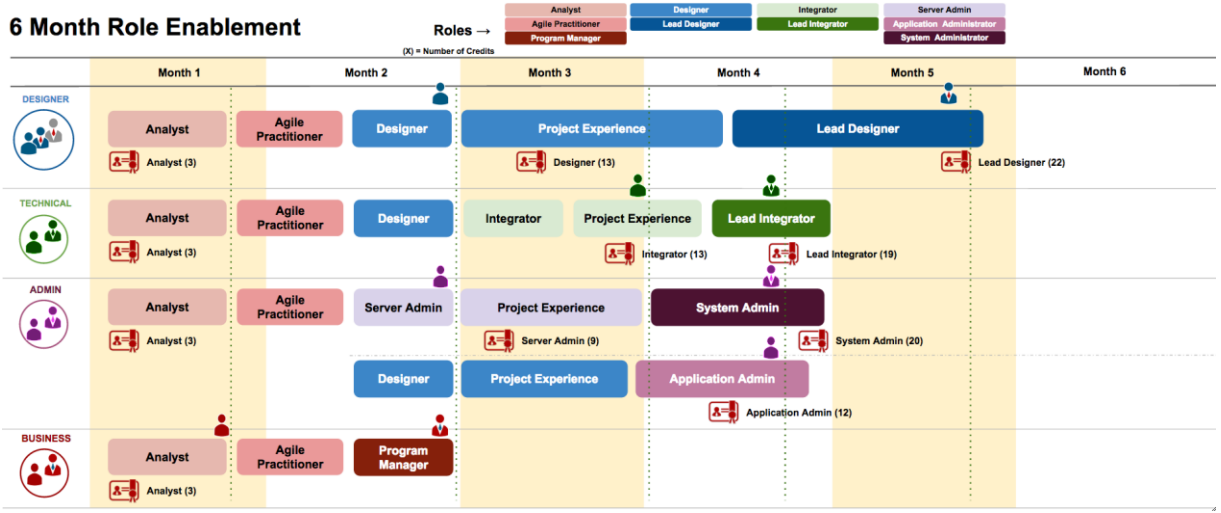
Web Admin [WA101E]

Appian Training: Course Path



Better learning path for application platform

"Too many project roles get trained through the same course material.
Specialization **without complexity** is key.
Build **more certifications** to objectively **measure** knowledge and experience"



- Appian Lead Designer
- Appian Designer(s)
- Appian Integrator
- Appian Lead Integrator
- Appian System Administrator
- Appian Architect
- Program Manager
- Appian Analyst

Training Focused on the People Performing Work

Recommended Team Roles

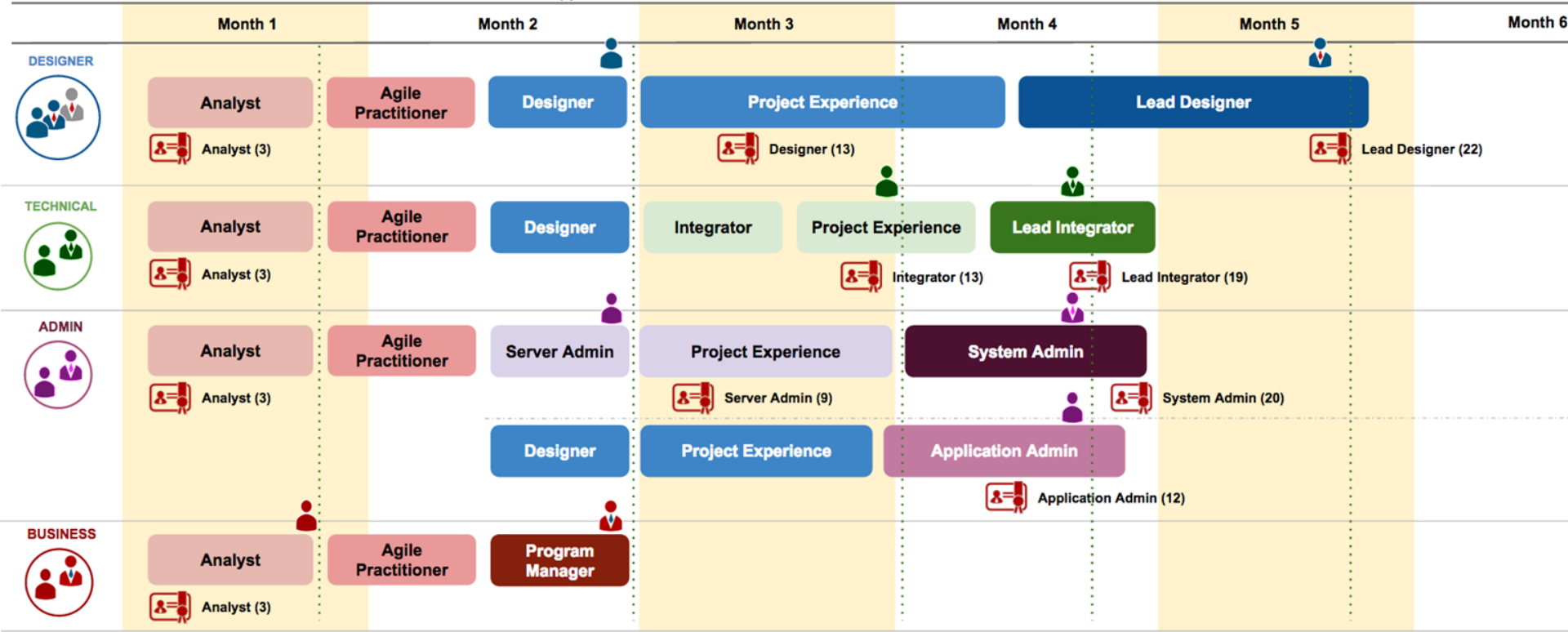
- Appian Lead Designer
- Appian Designer(s)
- Appian Integrator
- Appian Lead Integrator
- Appian System Administrator
- Appian Architect
- Program Manager
- Appian Analyst

6 Month Role Enablement

Roles →

Analyst | Agile Practitioner | Program Manager | Designer | Lead Designer | Integrator | Lead Integrator | Server Admin | Application Administrator | System Administrator

(X) = Number of Credits

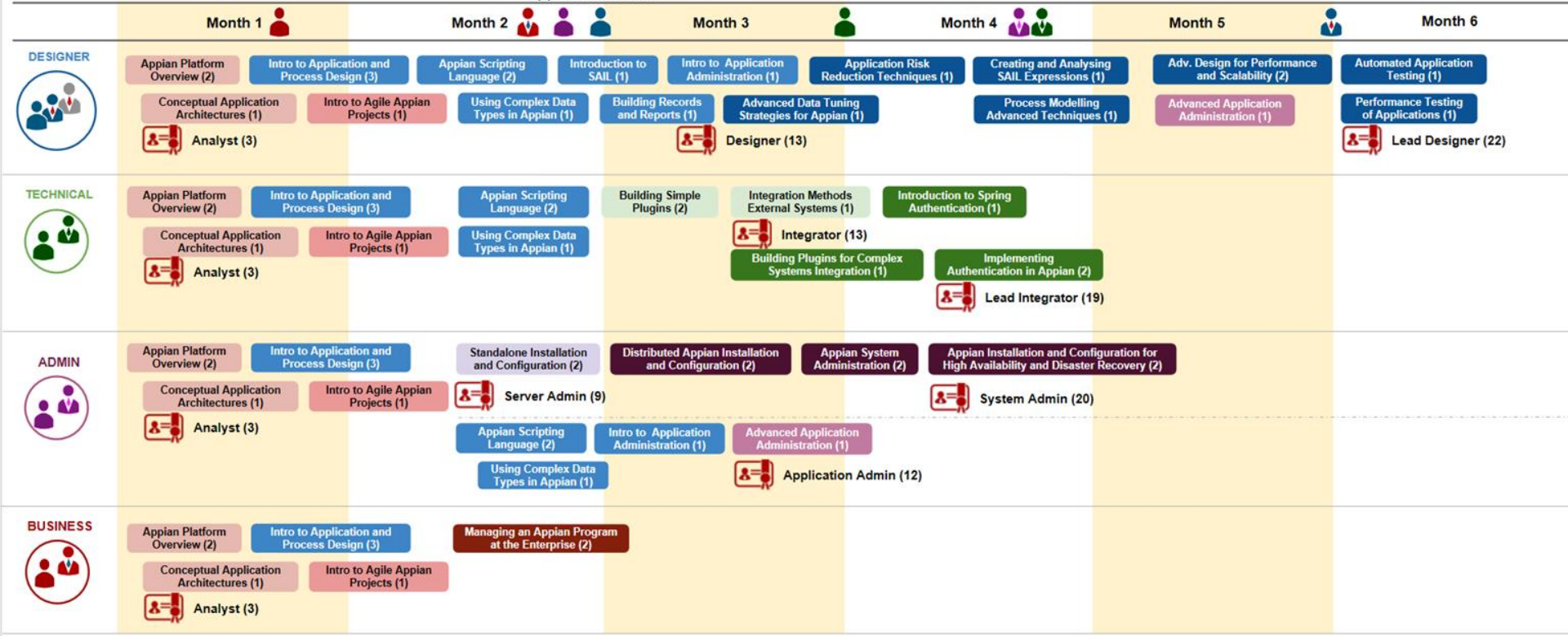


6 Month Enablement Roadmap

Personas →

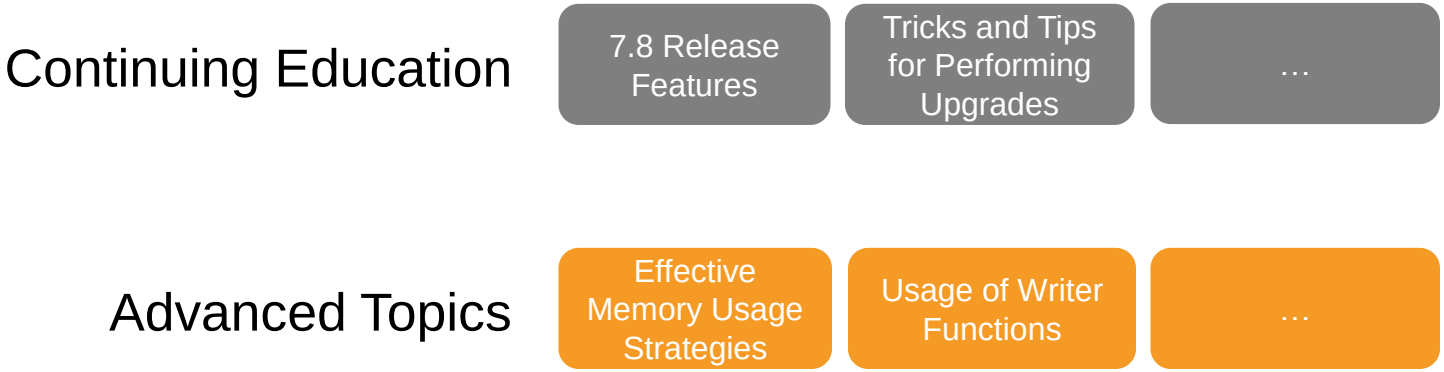
- Analyst
- Agile Practitioner
- Program Manager
- Designer
- Lead Designer
- Integrator
- Lead Integrator
- Server Admin
- Application Administrator
- System Administrator

(X) = Number of Credits



Appian Academy Disseminates Information

Special knowledge is distributed outside of learning paths



Tightly coupled **information to action**

Appian Labs

"Discover technical **risks**"

"Produce actionable **recommendations**"

Training

"**Update** courses, examples, and quizzes"

"**Report** on customers and people progress"

CoE

"Lead **complex designs**"

"Disseminate new **best practices** "

"**Collaborate** and share information"

Appian World 2015

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- 700+ customers from around the world
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