



**SONATA
LEARNING**

SOLUTIONS OVERVIEW

Online Training, Coaching and
Support Resources for Your
Consulting Clients



How Sonata Learning Can Enhance Your Services to Clients

If you offer training, coaching or technical support as part of your consulting services, Sonata Learning can help you deliver even more value for clients.

Specifically, we can help with:



On-Demand Training and Knowledge Resources

Providing on-demand videos, e-learning, and knowledge resources lets you:

- Reach a wider audience within client organizations including middle management, junior staff, and support departments
- Assign pre-work for live training sessions and track completion
- Support clients during implementation of strategic initiatives



Virtual Instructor-Led Training / Coaching

Adapting live workshops and coaching sessions for delivery via web conference can:

- Provide a more convenient option for distributed teams, busy executives or staff who have to travel frequently
- Extend the learning experience by allowing shorter, more frequent training/coaching sessions over a longer period of time
- Reduce costs and logistical barriers for training/coaching delivery



Chat / Discussion Forums

Having an online space where clients can chat with your staff in real time lets you:

- Answer client questions as they arise on the job
- Keep learners engaged between facilitated training sessions
- Encourage learners to support one another and answer each other's questions



Training / Change Management Communications

Sending reminders and additional content / activities to staff on a scheduled basis can:

- Promote accountability and follow-through for training / change initiatives
- Reinforce key skills and concepts from training sessions to prevent "learning loss"
- Engage managers as active partners in training staff

Case Studies



Online Coaching for Financial Advisors

We worked with a sales training firm to create a 12-month coaching program for new advisors at major financial services companies. By leveraging e-learning, chat forums and group coaching via web conference, we helped deliver a robust coaching program for thousands of new hires at a price their employers could easily justify.



Diversity and Inclusion Programs

Building diversity and inclusion requires long-term, sustained commitment at every level of an organization, from the C-suite to the front lines. Working with a leading D&I advisor to Fortune 500 companies, we created a series of e-learning modules as well as a communications strategy to help companies keep D&I front of mind, year round.



Management Training for Advanced Manufacturing

One of our clients provides management training to billion-dollar manufacturers. Facing a wave of retirements, one company needed a cost-effective way to train thousands of first-time people managers. We helped create online pre-work for our client's workshop, allowing them to shorten it from a week to 3 days, and get learners through the program quickly, at a reasonable cost.



Supporting Innovation In Physiotherapy

We worked with a team of leading experts in physiotherapy to promote a new approach to helping patients affected by stroke recover the ability to walk. This included materials for workshops to train senior therapists, plus videos, simulations and e-learning modules to help them pass knowledge along to the rest of their hospital or clinic's staff.

Deliver the Support Your Clients Demand

No matter what field you specialize in - from management consulting to cybersecurity, finance, engineering, or sales - I'm sure you've had clients ask if you can deliver training or coaching online. This presents a challenge, but also an opportunity. Consultants who successfully translate their expertise into high-quality, convenient, and cost-effective online programs can reach whole new audiences within existing client organizations and beyond.



Sonata Learning can help you seize this opportunity by developing on-demand training, coaching, and knowledge resources that empower your clients and do justice to your brand. Just bring your expertise, we'll help with the rest.

Sincerely,

A handwritten signature in black ink, appearing to read 'E. Heidkamp', with a long horizontal stroke extending to the right.

Emil M. Heidkamp
Founder, Sonata Learning

“The result was more than we expected. We wholeheartedly recommend Sonata Learning.”

– Barbara King-Searles, US Navy

“Sonata Learning has been a fantastic partner for us, bringing an impressive degree of creativity and responsiveness.”

– Sean Ryan, Whitewater International Consulting

Contact Us

To discuss your training and coaching needs, or a specific project, email info@sonatalearning.com or visit our website at www.sonatalearning.com for case studies, work samples, and more.

