



# PARTNER PROGRAMME

# ABOUT US

**Connect Training is a virtual-reality training company based in Nantwich, founded by former teachers.**

**The Connect Group was originally started over 25 years ago to ensure that educational resources were accessible for all. Connect Training was the next step in offering innovative training within the education sector to promote inclusion and improve teacher performance.**

**Immersion Studio, Connect Training's cutting-edge platform, allows participants to interact in real time with avatars, practising difficult conversations in a safe environment. This enables them to build confidence and acquire skills which can be transferred to their everyday job roles for improved performance.**

**Following its initial launch as an aid to teacher training, Immersion Studio has gone on to win multiple awards and is now used in various sectors, enhancing hospitality, corporate and social care and health care training.**

**At Connect Training we believe that innovation is key and strive to utilise the latest developments in technology to deliver incredible training results. [Get in touch](#) if you would like more information about how Immersion Studio can be used in your industry.**

# WHY TRUST US?

We are proud our innovation and outstanding service have been publicly recognised. Here are some of our highlights:



**“AT THE BATH SPA UNIVERSITY INSTITUTE FOR EDUCATION WE BELIEVE THAT DIGITAL INNOVATION IS KEY TO THE FUTURE OF OUR PROFESSION. WE ARE EXCITED TO OFFER THIS GROUND-BREAKING ADDITION TO OUR ALREADY OUTSTANDING TEACHER TRAINING AND EDUCATION PROGRAMMES.”**

**PROFESSOR DR. KATE REYNOLDS,  
EXECUTIVE DEAN OF THE INSTITUTE  
FOR EDUCATION**

**“GREAT TOOL TO ALLOW PARTICIPANTS TO ROLE PLAY IN A REALISTIC SCENARIO. WE WERE ALL PLEASANTLY SURPRISED WITH THE ABILITY TO UNDERSTAND OUR INDUSTRY TERMINOLOGY AND APPROACH.”**

**ALISON KNIGHT, DIRECTOR OF TALENT  
& LEADERSHIP DEVELOPMENT,  
CONTINENTAL EUROPE HILTON**

Experiential learning is the process of making meaning from direct experience, i.e. “LEARNING FROM EXPERIENCE.”



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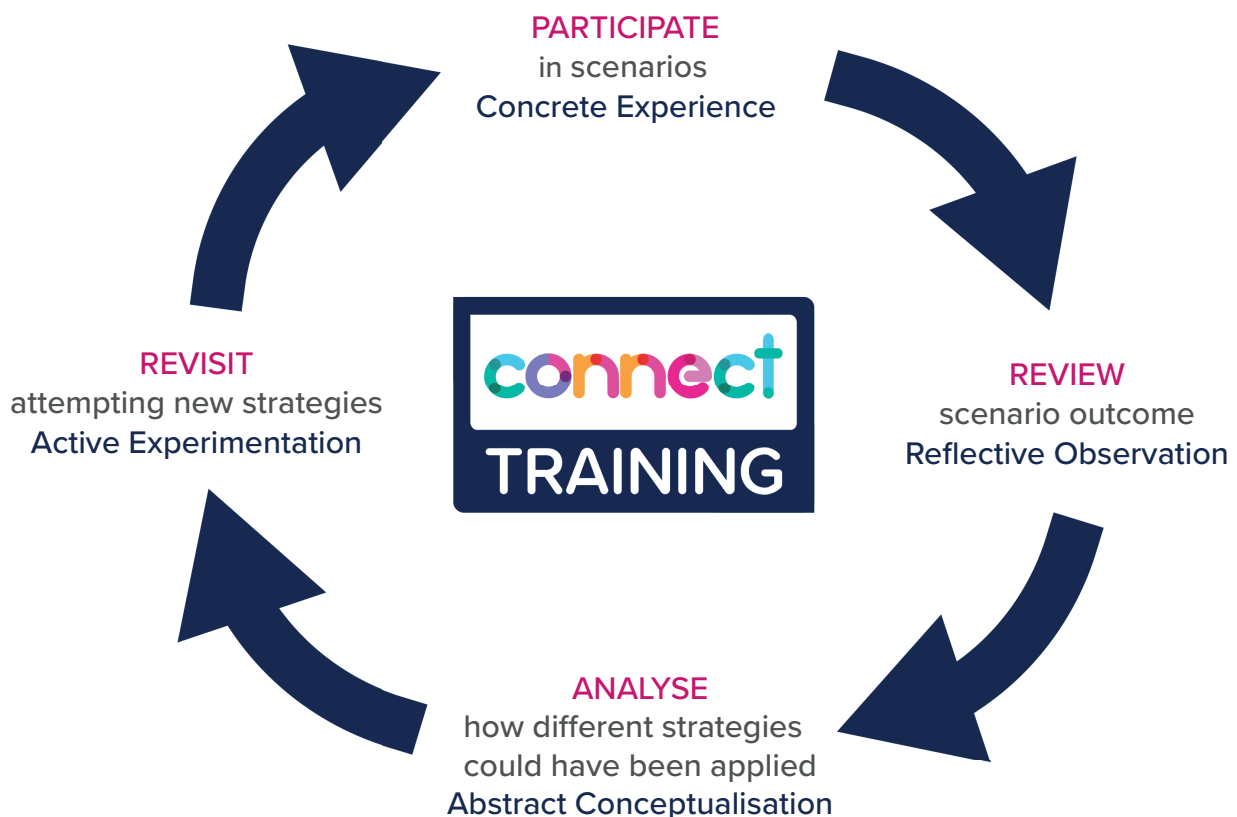
Experiential learning, the process of learning through first-hand experience, is not a new concept, with Aristotle famously stating that “for the things we have to learn before we can do them, we learn by doing them.”

**DAVID KOLB'S LEARNING LOOP INDICATES THAT EFFECTIVE EXPERIENTIAL LEARNING OCCURS WHEN THE LEARNER PROGRESSES THROUGH A FOUR-PART CYCLE.**

Immersion Studio offers all four of these stages in succession. Participants can choose a specific scenario that they would like to practise. The scenario is recorded, enabling the participant to watch it back – something which research indicates contributes significantly to how prepared we feel – and reflect upon it.

They can then develop new strategies and attempt the scenario again, thus completing the experiential cycle.

Combining Immersion Studio with more traditional training methods is a valuable tool in experiential learning, allowing trainees to practise in a safe and secure environment.





**IMMERSION STUDIO OFFERS A VARIETY OF BUILDS WHICH CAN BE EASILY SWITCHED, ALLOWING PARTICIPANTS TO INTERACT WITH A WIDE VARIETY OF SCENARIOS WITHIN MINUTES.**



Office



Medical



Education



Education (Classroom)



Customer Service



Hospitality



# Leadership and Management General: Two

## PARTICIPANT BRIEF



@iwanttetrainUK

[www.ConnectToTraining.co.uk](http://www.ConnectToTraining.co.uk)



### Scenario

You are a manager having a conversation with a member of your team.

It has been reported that this member of staff is often quite loud and disruptive on the office floor. Two members of staff have come to you and mentioned that they are finding it difficult to concentrate.

You must have a conversation regarding this with the team member in question.

## Virtual Reality Innovates Staff Training



### Virtual reality role play simulation revolutionises hospitality staff training programmes.

Hilton is a leading global hospitality company, with a portfolio of 14 world-class brands comprising more than 5,300 properties with more than 863,000 rooms, in 106 countries and territories. Hilton is dedicated to fulfilling its mission to be the world's most hospitable company by delivering exceptional experiences - every hotel, every guest, every time.

#### The challenge

As one of the fastest growing hospitality companies, role play training is a key component in maintaining the exceptional standards expected by guests within Hilton. Ensuring consistency across its global network relies on trainers travelling to sites across the globe to deliver bespoke training programmes resulting in considerable costs.

#### The requirements

An alternative training solution was required to reduce costs whilst ensuring the consistency and quality of current training programmes was not compromised. Last year alone Hilton created 20,000 new hotel jobs. Within such a fast-paced environment, the solution had to meet the needs of the EMEA initiative whilst having an option to upscale to reach a wider audience. In order to maintain the exceptional standards required at Hilton the new solution needed to deliver consistent messaging and bespoke content resulting in the highest calibre of employees and management.

#### Immersion Studio Solution

As the UK's first virtual reality training tool, the platform provides the perfect environment to support professional development in the work place. Participants are able to master complex interpersonal skills and practise a variety of scenarios to transform their performance.

Immersion Studio is able to support the Talent and Leadership Development team at Hilton by delivering bespoke live scenarios. All the interactions are live, with simulators operating the avatars in real time. This allows trainees to see the immediate effects of their actions and test different approaches in handling situations.

As Immersion Studio is an online platform that requires no investment in software the tool makes learning and development accessible on a global level without incurring the additional costs associated with traditional role play trainers travelling to individual sites.



## Bath Spa University are harnessing virtual reality to deliver outstanding teacher training programmes



Bath Spa is a teaching-led university and committed to promoting excellence, which is one of the many reasons why the Institute for Education is one of the highest rated providers of education in the UK.

### The challenge

Over the last few years university application rates have consistently dropped. Furthermore, student satisfaction rates have dipped with fewer than 40% of students believing their university course is providing value for money. The teaching profession is also facing retention challenges, and many new teachers lack confidence in classroom management.

Bath Spa University realised an innovative approach to teacher training was required.

### The requirements

To provide an innovative training solution to support all teacher training programmes across the Institute for Education. The solution needs to address the main challenges of recruiting and retaining new students on their initial teacher training programmes, and to support additional learning for teachers in improving and excelling in classroom management.

### Connect Training Solution

As the UK's first virtual reality training tool, the platform provides the perfect environment to support teacher training. It allows teachers to practise and perfect their techniques, and build their confidence in a safe environment outside of the classroom.

Participants are able to master the complex interpersonal skills they need in their working lives, whether interacting with pupils and parents or, as their career progresses, leading teaching staff.

The classroom build includes avatar pupils who have unique personalities, and the number of avatars and builds enables a wide variety of training scenarios. All the interactions are live, with simulators operating the avatars in real time. This allows participants to see the immediate effects of their actions, and test different approaches in handling situations in a realistic classroom environment without impacting on a real class.

As Immersion Studio is an online platform that requires no investment in software, the tool can be easily accessed both across the campus and offsite, which is crucial in supporting Bath Spa Institute for Education's training and outreach programmes and partnerships with DfE and Chartered College.

**100%** found it beneficial    **100%** said it was realistic    **100%** said it replicated a real classroom

We offer both sales and referral partner opportunities and we work with you to ensure you get the best solution. The table below illustrates the requirements and benefits.

Session hours	Rate per hour	Usage period
10 – 20 hours	£180	3 months
21 – 40 hours	£165	6 months
41+ hours	£150	12 months

\* PLEASE REFER TO THE TERMS AND CONDITIONS

Included:

- Dedicated account manager
- Full Training
- Use of Connect Training Logo
- Marketing collateral
- Co-Branded welcome pack for clients

OUR PARTNERS AND CUSTOMERS ARE AT THE CORE OF OUR BUSINESS; ENSURING YOU AND YOUR TEAM HAVE THE RIGHT PEOPLE WITH THE RIGHT SKILLS IS FUNDAMENTAL TO BOTH OF OUR BUSINESSES AND CREATES AN EFFECTIVE AND PRODUCTIVE PARTNERSHIP.

### **TRAINING PROGRAMME**

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Our training programme will give your team the knowledge and confidence to spot new revenue opportunities, deliver product demonstrations and provide quick and accurate customer support.



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