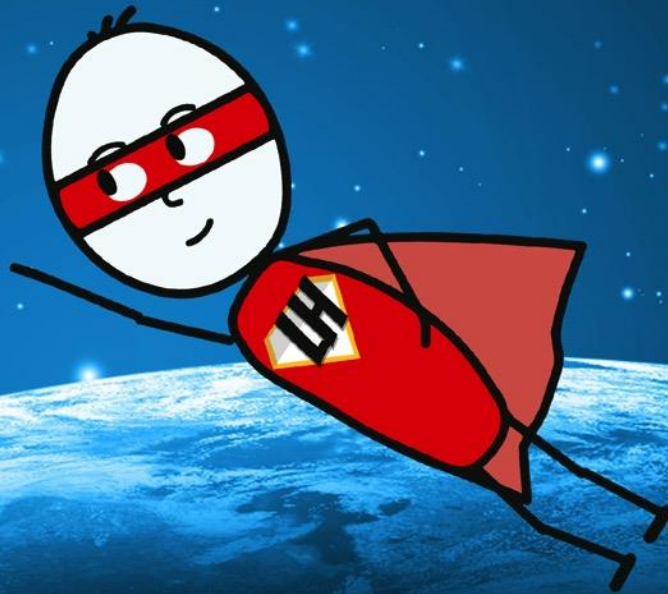


LITMOS HEROES

Saving the world *from* boring learning



Release Notes

Q3 2017

Table of Contents

Marketing	3
Health and Safety	4
Sales Mastery	5
Leadership and Management	6
Food Hygiene	7
Housing	7
Healthcare	7

Marketing

Code	Title	Type	Region
LC74001	Marketing Strategy that Drives Effectiveness	Litmos Studios	Global
LC74002	The Inbound Marketer's Playbook	Litmos Studios	Global
LC74003	Essential KPIs for the Modern Marketer	Litmos Studios	Global
LC74004	Benefits of Events That Drive ROI	Litmos Studios	Global
LC74005	A Tactical Guide to SEO and PPC	Litmos Studios	Global
LC74006	Find Your Brand Voice--With Killer Content Marketing	Litmos Studios	Global
LC74007	Social Media Marketing	Litmos Studios	Global
LC74008	Email Marketing	Litmos Studios	Global
LC74009	Multi-Channel Marketing: Coordination, Cohesion and Results	Litmos Studios	Global
LC74010	Customer Marketing	Litmos Studios	Global

Description:

This 10-course collection teaches you about multi-channel marketing success in a digital age. Learn about inbound marketing, marketing metrics, search marketing, social media and email marketing, and more.

Health and Safety

Code	Title	Type	Region
LC10072	CPR Basics for Everyone: Adult and Child	Litmos Studios	U.S.
LC10074	Infant CPR Basics	Litmos Studios	U.S.

Description:

These courses are now redesigned for greater learner engagement. These quick refresher courses provide the basics in CPR safety for adults, children and infants.

Code	Title	Type	Region
LH20016	Fire Warden Essentials	Litmos Heroes	U.K.

Description:

First things first, fires in offices happen. This course looks at the reasons fire wardens are necessary and imperative to the safety and wellbeing of your staff. Legally, within all buildings, there's at least one person responsible for fire safety. Fortunately, thanks to this course, you won't have that problem.

Code	Title	Type	Region
LH20017	Asbestos Awareness	Litmos Heroes	Global

Description:

Asbestos is bad news. You were probably already aware of that, but do you know the types, uses and likely occurrences of asbestos and asbestos materials? This course is more to give you an increased awareness of the nature and properties of asbestos and its effects on your health, and more importantly, what to do if you come across them.

Code	Title	Type	Region
LH20018	Holding the Handrail	Litmos Heroes	Global

Description:

This course covers the importance of holding the handrail on stairs and walkways while at work. Not that it's not a good idea in other environments as well, and provides a bit of context and the serious consequences of failing to adhere.

Sales Mastery

Code	Title	Type	Region
LC73001	Prospecting with Ease	Litmos Studios	Global
LC73002	Effective Questioning for Sales	Litmos Studios	Global
LC73003	Listening Skills: Transform Your Customer Interactions	Litmos Studios	Global
LC73004	How to Engage Customers in Telephone Conversations	Litmos Studios	Global
LC73005	Strategies for Professional Presentations	Litmos Studios	Global
LC73006	How to Handle Sales Objections	Litmos Studios	Global
LC73007	Presenting Compelling Proposals	Litmos Studios	Global
LC73008	Master the Art of Negotiating	Litmos Studios	Global
LC73009	Closing with Confidence in Sales	Litmos Studios	Global
LC73010	Time Management: Tips for Success	Litmos Studios	Global

Description:

This collection of 10 courses has now been newly enhanced and redesigned to drive greater learner engagement and revenue in your pocket! Learn strategic ways to create a sustainable sales funnel and boost customer satisfaction. Experience our game-changing sales training, now at your fingertips anywhere, anytime.

Leadership and Management

Code	Title	Type	Region
LC25001	Manage Your Time By Organizing Paperwork	Litmos Studios	Global
LC25002	Constructive Feedback	Litmos Studios	Global
LC25003	Linking Ethical Behavior to Your Organization's Structure	Litmos Studios	Global
LC25004	Promoting an Ethical Culture in Your Organization	Litmos Studios	Global
LC25005	Defending Against Reverse Delegation	Litmos Studios	Global
LC25006	Delegating Authority	Litmos Studios	Global
LC25007	Developing Management Skills	Litmos Studios	Global
LC25008	Motivating Your People and Being a Positive Role Model	Litmos Studios	Global
LC25009	Organization for Efficiency	Litmos Studios	Global
LC25010	Principles of Planning	Litmos Studios	Global

Description:

Whether you're a novice manager or a seasoned pro, these bite-sized courses will perfect your skills in delegation, motivation, feedback and more. Each 5-10 minute course is packed with real-world tips and techniques.

Code	Title	Type	Region
LH13009	Interview and Selection	Litmos Heroes	Global

Description:

Hiring badly can be costly and difficult to get it right, but it can be made easier by a clear understanding of what you're doing right from the start. By looking at hiring as a process, a timeline, from deciding you need someone through to getting a viable candidate, you can check your progress each step of the way. This course is going to give you insight into the hiring process and will provide tips on how to make each stage a success.

Food Hygiene

Code	Title	Type	Region
LH02002	Food Safety and Hygiene in Catering	Litmos Heroes	U.K.

Description:

Germs don't mean to make us sick, but they do. We don't mean to let germs get into food, but sometimes they do. Luckily, we can stop the latter by knowing more about food safety. Understanding the impact of foodborne illnesses and how to prevent them, is critical to the success of your business.

Housing

Code	Title	Type	Region
LH17004	Affordable and Social Housing (UK)	Litmos Heroes	U.K.

Description:

Do you know the difference between social housing and affordable housing? Social and affordable housing is a hot button topic and it probably always will be. At present, there's a shortage of houses for people on low incomes or on benefits. So now's the perfect time to find out what constitutes affordable and social house, as well as the rent rates associated with both and much more.

Healthcare

Code	Title	Type	Region
LC75307	Becoming a Presenter with Purpose v2	Litmos Studios	U.S.
LC75309	How to Delegate Effectively v2	Litmos Studios	U.S.
LC80806	Workers' Compensation Assignment v6	Litmos Studios	U.S.

Description:

These courses have been newly enhanced and redesigned to improve learner engagement. Sharpen your leadership and revenue cycle skills.



About Litmos Heroes

Backed by CallidusCloud (NASDAQ: CALD), Litmos is the world's fastest growing enterprise learning solution. It unifies learning management, the extended enterprise, and prepackaged content in an innovative platform to meet any organization's internal and external training needs. Built to help learning organizations achieve success, Litmos is highly secure, focuses on the end user, and provides time to value three times faster than traditional learning solutions. Over 4 million users in more than 130 countries and 22 languages use Litmos to optimize their learning and development, improve performance, and monetize training.

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