

LTSF20 D1S4: Value-based buying for learning professionals - the antidote to sales and marketing

Adrian Snook - Questions

Donald H Taylor 2: Please put your questions here - we will raise them with Adrian later. (And they won't get lost in the chat window.)

James Booth: we have 5 minutes for questions

Donald H Taylor 2: What does Adrian think about post-purchase support?

Travis Groom: There are a lot of SaaS out there - do you have any recommendations that have blown you away?

Robin Choudhury 3: Any checklists or thoughts on getting at what is "out of the box" / plain vanilla vs. the bells and whistles one might want or expect?

David: people are talking a lot about AI etc... is this a realistic way to identify learning needs?

Travis Groom: What is your blog address?