Chair for Strategy and Organization TUM School of Management Technical University of Munich



Reskilling: The Future of Workplace Education

An overview of theoretical and practical reskilling approaches and novel solutions under development

10 January 2022

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- 2. Why is reskilling important?
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- 1. Guide for companies to reskill their employers
- 2. Challenges employers need to address for a successful reskilling

I. Introduction

Focus Mission Research questions

[Untitled illustration related to reskilling]. Asia-Pacific Economic Cooperation. Retrieved 24 August from https://www.apec.org/Press/News-Releases/2021/0223_Digital

I. Introduction



Primary focus: employee reskilling



Mission: provide an overview of theoretical and practical reskilling approaches and novel solutions under development

Research questions:

(1) What are the most important competencies/skills demanded from employees currently and in the future?

(2) Which theoretical approaches to reskilling exist?

(3) Which practical approaches to reskilling exist that are interesting, innovative and impactful?

(4) How can employers reskill their employees and what kind of challenges they face?

II. Reskilling: definition, importance and trends

- 1. What is reskilling?
- 2. Why is reskilling important?
- 3. What kind of trends are driving reskilling?

[Untitled illustration related to reskilling]. Asia-Pacific Economic Cooperation. Retrieved 24 August from https://www.apec.org/Press/News-Releases/2021/0223_Digital

1. What is reskilling?

Reskilling is used in a context of acquiring a certain set of skills to perform a job that is different from the current one but still adjacent, meaning that a new role will also benefit from the skills acquired from the previous role.



From Barista to Food Service Manager

"When the weather forecast says a hurricane is coming, we act. We take precautions for our own homes. We help our neighbors, and we join our efforts in local communities. We take joint responsibility because we are aware of the dire consequences if we do not act. I wish the forecast to invest in skills could be taken as seriously – that more people, companies, and societies would start to invest in skills, reskilling and lifelong learning. If we don't, it will not only hamper businesses and the foundation for our economies. It could undermine our entire societal contract"

Peter Hummelgaard Minister for Employment, Ministry of Employment of Denmark

Fourth Industrial Revolution

Effect of Covid19

Positive effect on employees

Positive effect on companies

Fourth Industrial Revolution (4IR)

Effect of Covid19

Positive effect on employees

Positive effect on companies

Seamless interconnectivity of everything will create completely **new opportunities** and will **redefine the employment market**



1 billion jobs will be transformed due to technology in the next 10 years If demand for new skills is not fulfilled that might cost economies around **11.5 trillion potential in GDP** growth

When looking just at the next 1-2 years, it is predicted that **133 million new jobs** will be created to meet the skills demand of the characteristics of the 4IR

By 2020 **more than 1/3 of skills** needed for employees to perform jobs will be comprised of completely new skills By 2025 ½ of employees will need reskilling. Demand for skills needed for 4IR will rise by **55% in 2030**.

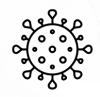
Fourth Industrial Revolution (4IR)

Effect of Covid19

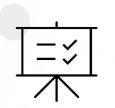
Positive effect on employees

Positive effect on companies

Companies getting ready for post-pandemic world: pivoting business models



New business models **require new skills** from employees that can be achieved by reskilling



Companies that started reskilling their employees feel **more ready for the future changes** than those who have not done any reskilling

Fourth Industrial Revolution (4IR)

Effect of Covid19

Positive effect on employees

Positive effect on companies

Employees that have learning opportunities at work are **2.9 times** more likely to stay with the current company for at least in the next 2 years.



Participation in reskilling programs leads to **higher employee** engagement and satisfaction, which results in higher performance



Employees who have opportunity to reskill feel **more meaning** from the work they do, which increases the quality of their end work.

Fourth Industrial Revolution (4IR)

Effect of Covid19

Positive effect on employees

Positive effect on companies

%

Almost half of the companies that implemented reskilling programs have seen an **impact on bottomline growth** that was equal or greater to the investment in the programs.

Reskilling programs can also be useful in **attracting young talent**. Gen-Z workers seem to put a stronger emphasis on learning and development. Employers known for providing training programs will be more attractive to top talents.



3. What kind of trends are driving reskilling?



Note: Visualization of a person choosing among different skills. Adapted from "How to grow soft skills" by The Editorial Team (2020), Safety4Sea. Retrieved August 30, 2021 from https://safety4sea.com/cm-how-to-grow-soft-skills/?__cf_chl_jschl_tk__=pmd_En0.9IHCrAbLgPxL1I31TYZXq8PDKuy.UEqwab3dTiA-1630300055-0-gqNtZGzNAnujcnBszQdR

III. Demand side

Overview of the most important skills and competencies for employees

- 1. Hard skills
- 2. Soft skills

[Untitled illustration related to reskilling]. Asia-Pacific Economic Cooperation. Retrieved 24 August from https://www.apec.org/Press/News-Releases/2021/0223_Digital

1. Hard skills



2. Soft skills

Soft skills



Time management

Remote working skills

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Creativity



Leadership



Cognitive skills: critical, strategic, analytical thinking & problemsolving skills



Communication and interpersonal skills



Emotional Intelligence

IV. Supply side: Overview of theoretical and practical reskilling approaches

- 1. What kind of theoretical approaches to reskilling exist?
- 2. What kind of practical solutions to reskilling exist?
- 3. How theoretical and practical reskilling approaches are connected?

[Untitled illustration related to reskilling]. Asia-Pacific Economic Cooperation. Retrieved 24 August from https://www.apec.org/Press/News-Releases/2021/0223_Digital

1. What kind of theoretical approaches to reskilling exist?

| Online courses (MOOCs) | Immersive learning |
|--|---|
| Pre-recorded online courses people can take on a self-paced basis | Interactive learning process: gamification methods, quizzes, using Artificial/Virtual reality |
| Industry courses and certifications | Coaching and consulting |
| Certified courses or industry specific courses specialized in a certain domain | Personalized way of reskilling with a mentor and mentee. |
| Skill management tools | Blended learning |
| Services or software that enable reskilling or are used to manage it | Mix of two or more learning methods |
| | (MOOCs) Pre-recorded online courses people can take on a self-paced basis Industry courses and certifications Certified courses or industry specific courses specialized in a certain domain Skill management tools Services or software that enable reskilling or are used to manage |

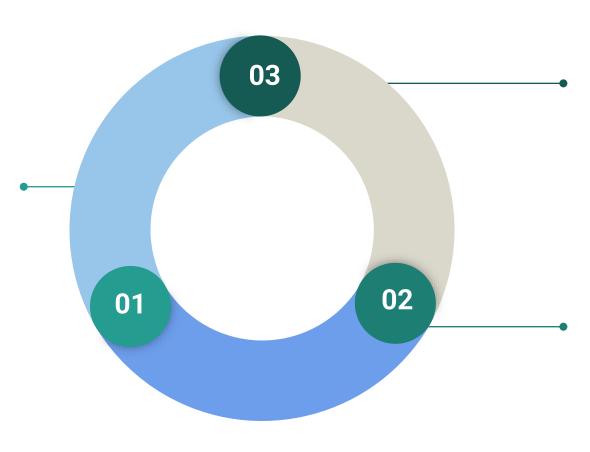
2. What kind of practical solutions to reskilling exist?

Ways to look at reskilling approaches:

how a reskilling approach addresses a gap in skills

Impactful

demanded from employees (e.g. hard skills, soft skills)



Innovative

how a reskilling approach actually reskills and gives knowledge. Theoretical approach to learning it uses (e.g. blended learning, coaching, etc).

Interesting

how a reskilling approach makes the employer's task of reskilling easier and better

2. What kind of practical solutions to reskilling exist?

code cademy

based on that we found 12 interesting, impactful and innovative approaches to reskilling

MOTF





MQTF

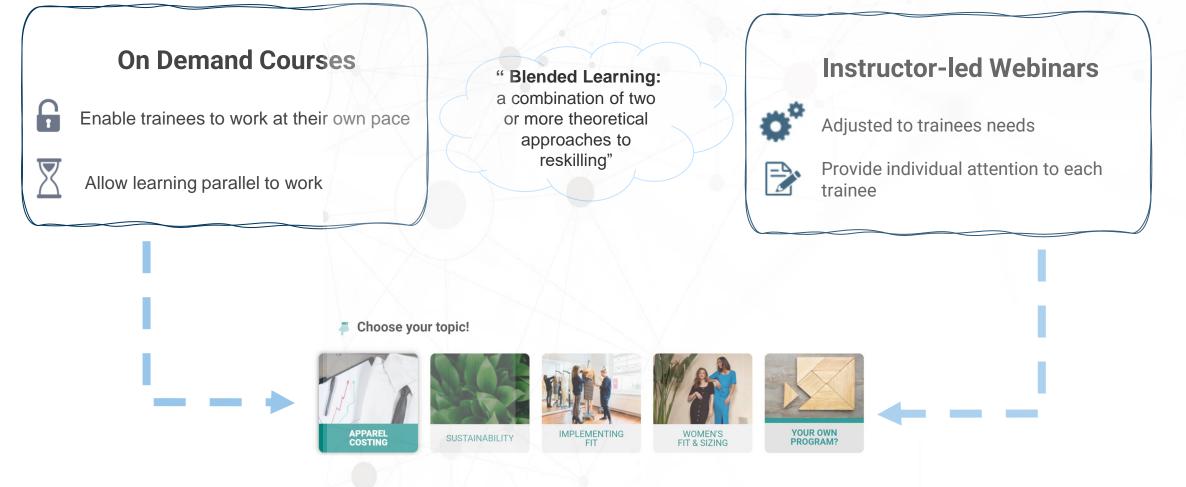
What is MOTIF?

MOTIF is eLearning platform that offers courses led by fashion industry's leading practitioners in cutting-edge technologies



MOTIF's practical application of theoretical approach for reskilling

What kind of theoretical approach to reskilling does this solution use in an innovative way



A reskilling program that gives trainees the space to learn at their own pace, without sacrificing individual attention

How MOTIF meets demand for reskilling

What kind of skills demanded from employees does this solution address

Soft skills Hard skills Skills related to Technological skills Working with Excel Remote working skills Industry 4.0 Course Community BETA Comina Leading Hybrid Teams **3D Transformation: The** Advanced Techniques in **Excel Spreadsheet** for Inclusion & Why, What & How CLO 3D Analytics Connection **Eryn Gregory Christopher Truhan** Roz McNulty Gina Marescia, Derek Tobias

How MOTIF offers unique advantages to companies

What is MOTIF's contribution to the way companies will reskill their employees

 Reskilling in the Age of Digital Transformation

 Completely Remote - the courses can be taken anywhere in the

Completely Remote - the courses can be taken anywhere in the world at anytime

Easily Scalable - a course can be used by an unlimited number employees simultaneously without impacting the quality

Cost Effective Learning - The prices offered for each individual course are more competitive than hiring consultants or coaches

hitch

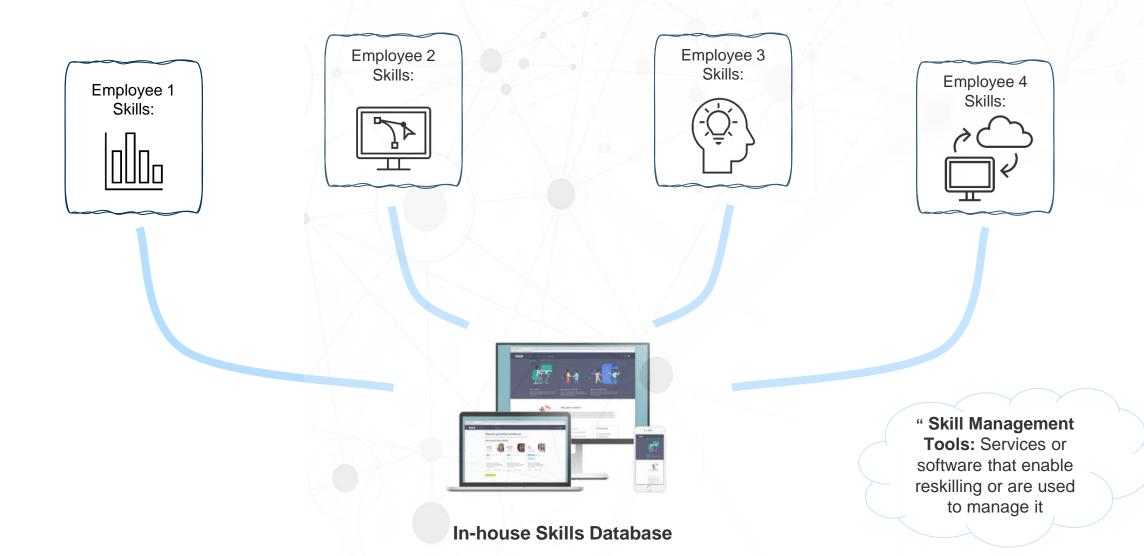
What is Hitch?

Hitch is an AI powered talent management platform that allows companies to establish an **internal marketplace** for their existing talent

Hitch allows companies to **identify** skill capabilities and gaps and to **find the best candidates** for the job using its workforce



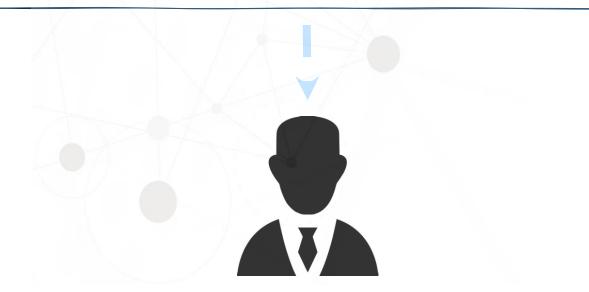
Hitch's practical application of theoretical approach for reskilling



How HITCH meets demand for reskilling



Al algorithm finds the **best person** in the company for the new position and **identify their reskilling needs**



How Hitch offers unique advantages to companies



Reduced spending: Hitch helps employers utilize the talent they have in-house to fill new positions and reduce spending on hiring and onboarding



Increased employee satisfaction: Hitch then finds the best development opportunities for each employee, making sure they always feel challenged and engaged



Identification of skill gaps: By analyzing all the employee skill profiles, Hitch can portray the company's skill capabilities and skill gaps



Automated reskilling program planning: Hitch produces a development and upskilling or reskilling program for employee based on their goals



What is Codecademy?

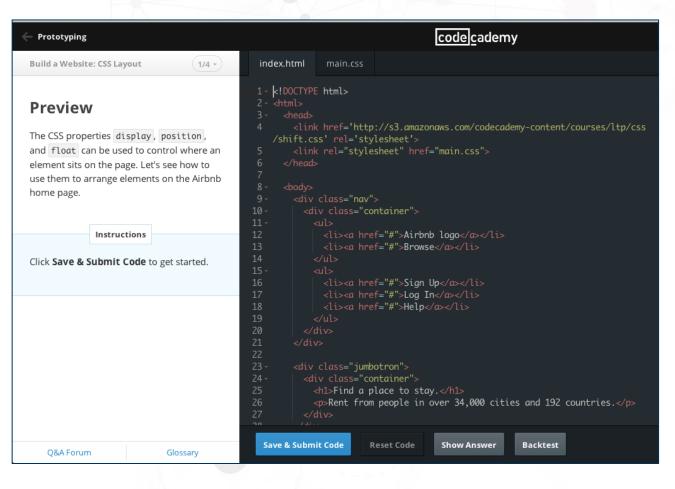
Codecademy is an online platform where individuals and companies can **learn coding languages** through **interactive self-guided exercises** and tutorials



Codecademy's practical application of theoretical approach for reskilling

Codecademy operates with a algorithm that reads and checks the learner's code, provides them with a proper feedback

3. Get automated feedback

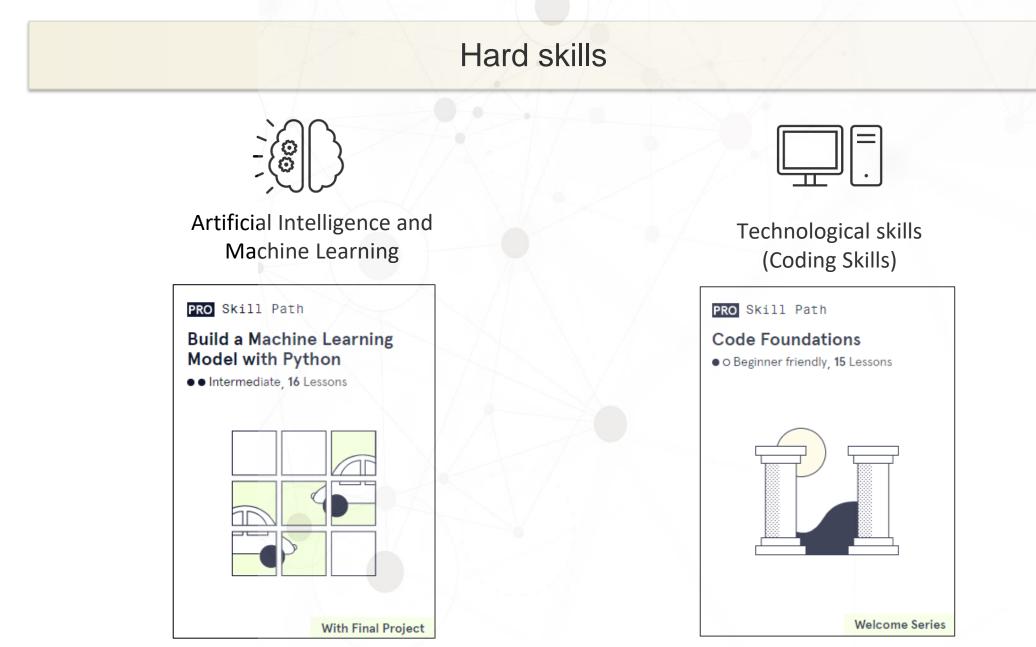


1. Write code

" Immersive Learning: Interactive learning process: gamification methods, quizzes, using Artificial/Virtual reality"

2. Submit

How Codecademy meets demand for reskilling



How Codecademy offers unique advantages to companies



Reduced onboarding time: Onboarding new hires requires less time, as no mentor is needed to teach them the skills they need for the job



Interactive: The course engage the learner by giving them tailored feedback frequently during the learning program



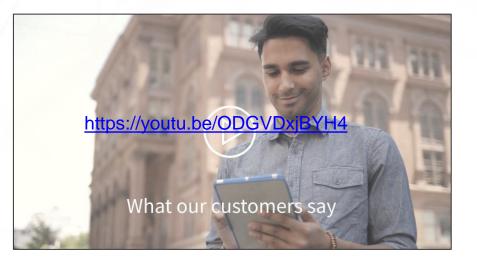
Increased communication with developers: learning to code makes communication between IT and non-IT employees better

coursera for business

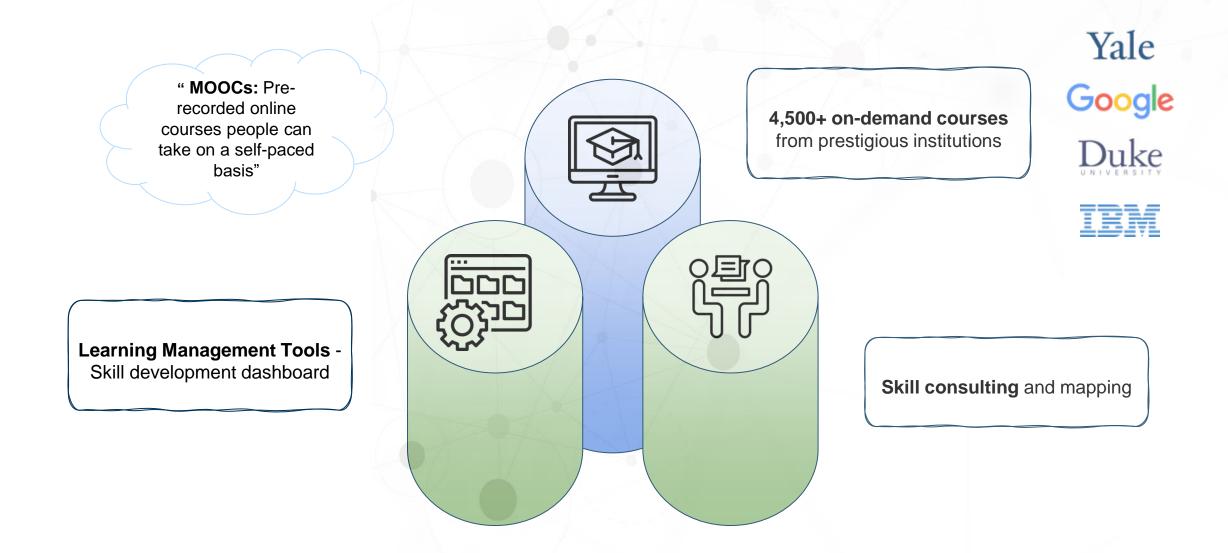
What is Coursera for Business?

Coursera is a Massive Open Online Course (MOOC) which works with universities and other organizations to offer online courses, certifications, and degrees in a variety of subjects.

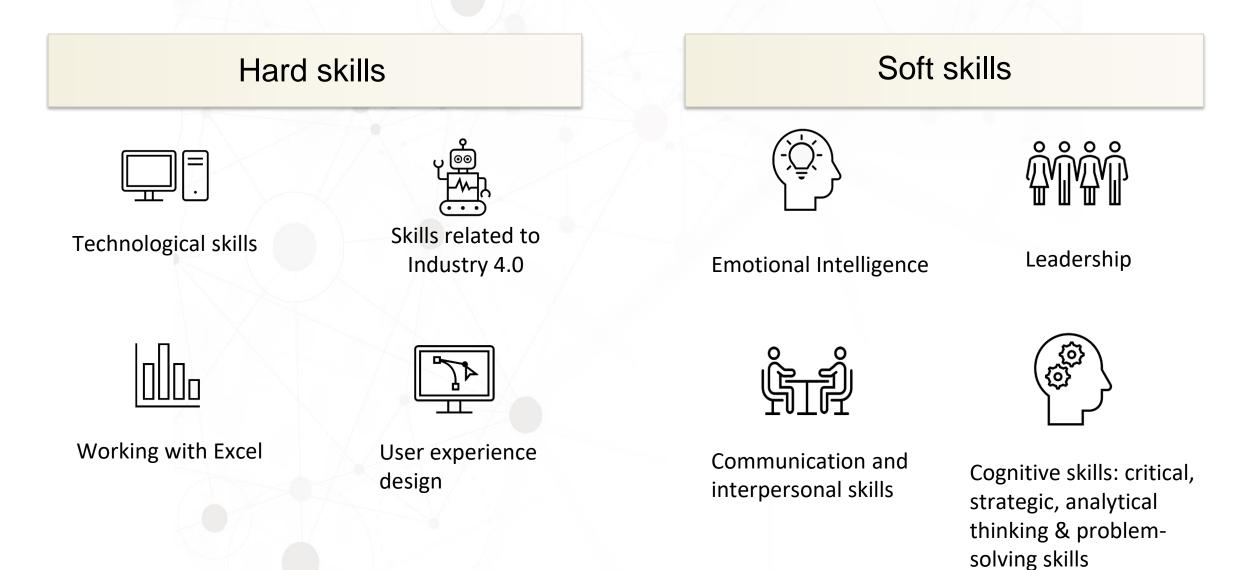
Coursera for Business is it's branch focused on providing learning services for enterprises



Coursera's practical application of theoretical approach for reskilling



How Coursera meets demand for reskilling



AND MANY MORE...

How Coursera offers unique advantages to companies



Quality and Quantity: the solution can be implemented at scale while keeping the quality of the courses provided of reliably very high



Fast Delivery: the implementation of the program is quick, even in large international companies



Reduced Turnover : it allows employers to reliably reskill their workforce without having to look outside the company for new talent

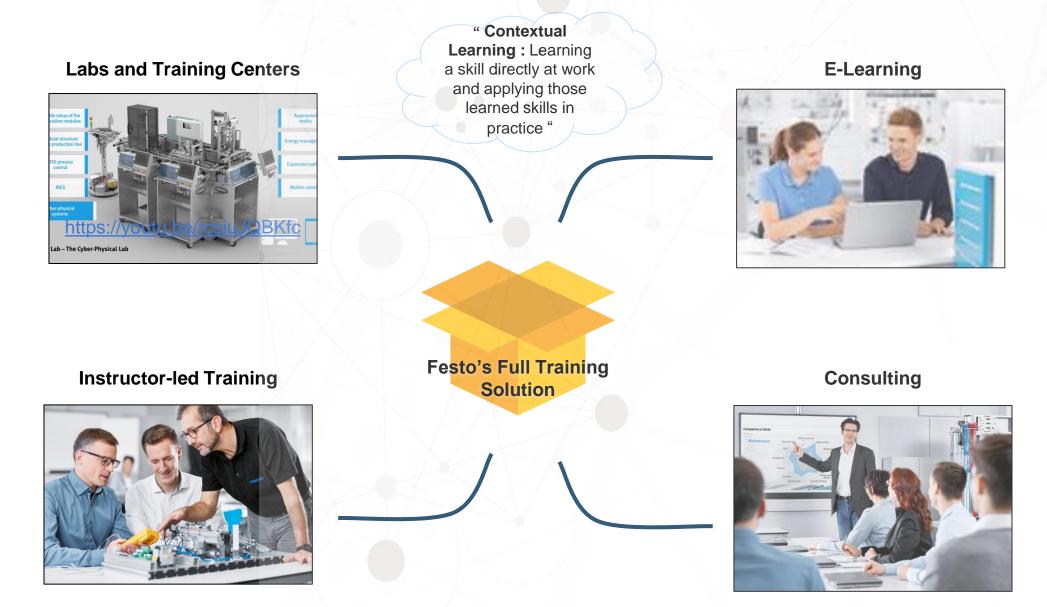
FESTO

What is Festo Didactic?

Festo Didactics, along with Festo Training and consulting, is a provider of technical training in the fields of pneumatics, hydraulics, electronics, electrical engineering, among others



Festo's practical application of theoretical approach for reskilling



How Festo meets demand for reskilling

Hard skills



Skills related to Industry 4.0



Communication and interpersonal skills



Cognitive skills: critical, strategic, analytical thinking & problemsolving skills





Soft skills

How Festo offers unique advantages to companies



On-site training - The training is held on the factory floor or at the customer's preferred location. This means that there is no travel time or travel expenses



Involves management - The reskilling programs includes training of top and middle management, as well as factory-line workers



Tailored to company goals - Each training program is unique and tailored to the company's strategic goals



What is iSpring?

iSpring provides tools for companies to create and manage high quality eLearning courses



iSpring's practical application of theoretical approach for reskilling

* ispring suite



Enable anyone to create interactive and **immersive courses** without any previous knowledge in video editing or design " Skill Management Tools: Services or software that enable reskilling or are used to manage it

* ispring learn

| 🔆 ispring learn | | | | | ୍ 🤌 🕲 | | |
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| ଲ | <- Learner Progress | | | | | | |
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| ~ | (*) | Trained Passed 65.3% 213 | | In Progress | Not Started | Overdue 18 | |
| ollo | U | 00.0% 210 | 20 | 20 | 171 | 10 | |
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| | Learners: 86 1-50 of 86 elements < > []] + | | | | | | |
| 161 | Eull Name | Department | Trained \downarrow | Enrollments | Completed | In Progress | |
| | Robert Lamb | Sales | 92.4% | 27 | 26 | 1 | |
| | Michelle Norm | nan Tech Support | 85.5% | 26 | 24 | 2 | |
| | Alisha Milla | Sales | 84.2% | 24 | 22 | 2 | |
| | C Kristina Hunt | Logistics | 81.7% | 28 | 24 | 1 | |
| | Owen Mannin | g Logistics | 75.2% | 28 | 22 | 2 | |

A Learning Management System (LMS) used to store and manage training of employees, as well as track training progress

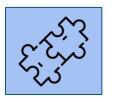
How iSpring offers unique advantages to companies



No new software required- iSpring's software runs on Microsoft PowerPoint and cloud servers that can be accessed with a web browser



24/7 customer support - iSpring promises 24/7 around the clock IT support, thus removing the need for in-house IT administrators



Compatible with all platforms - Courses created using iSpring can be taken on a variety of devices including PCs, Macs, tablets and smartphones



What is Spearhead Training?

Spearhead Training is a training and consultancy group that provides instructor-led courses for UK and Gulf Region based companies



Spearhead Training's practical application of theoretical approach for reskilling

" Instructor-led



image taken from: https://www.spearhead-training.com/courses

How Spearhead Training meets demand for reskilling



How Spearhead Training offers unique advantages to companies



High quality - the most premium and tailored approach for companies to reskill



Insider knowledge - Learners can draw valuable insider knowledge from the decades of experience the trainers bring to the table

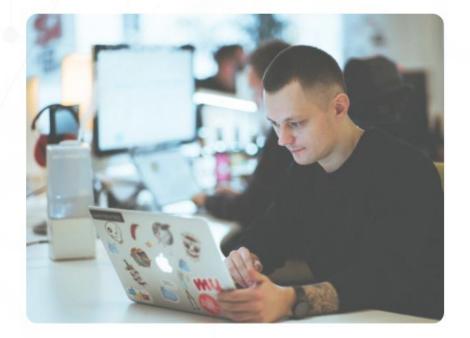


Agile - changes can be made and programs can be easily adjusted to accommodate the individual learner

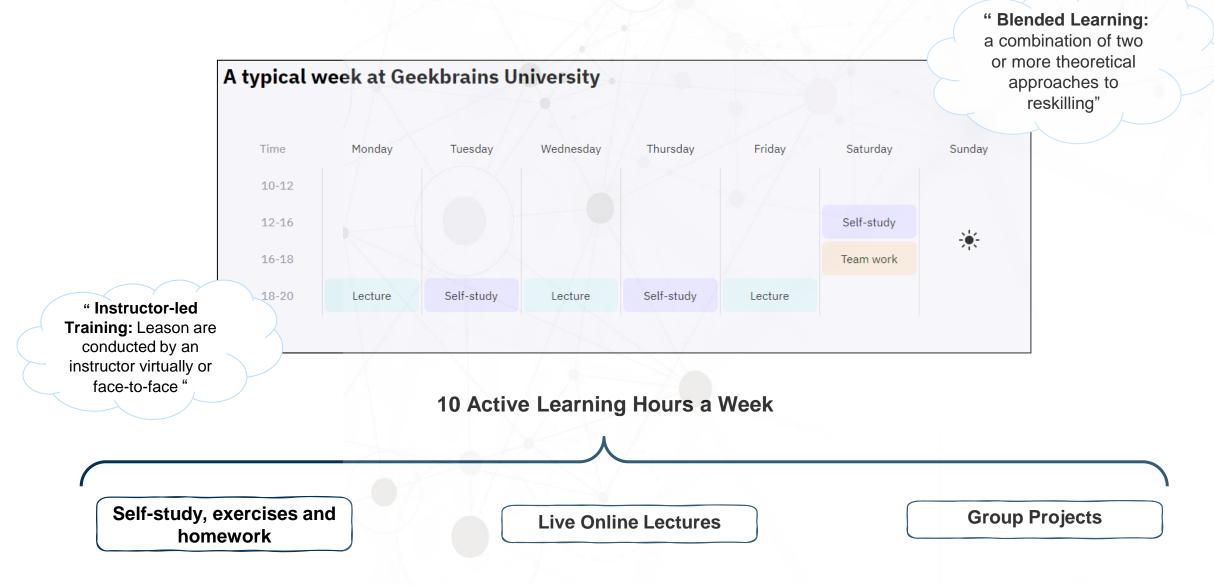


What is GeekBrains?

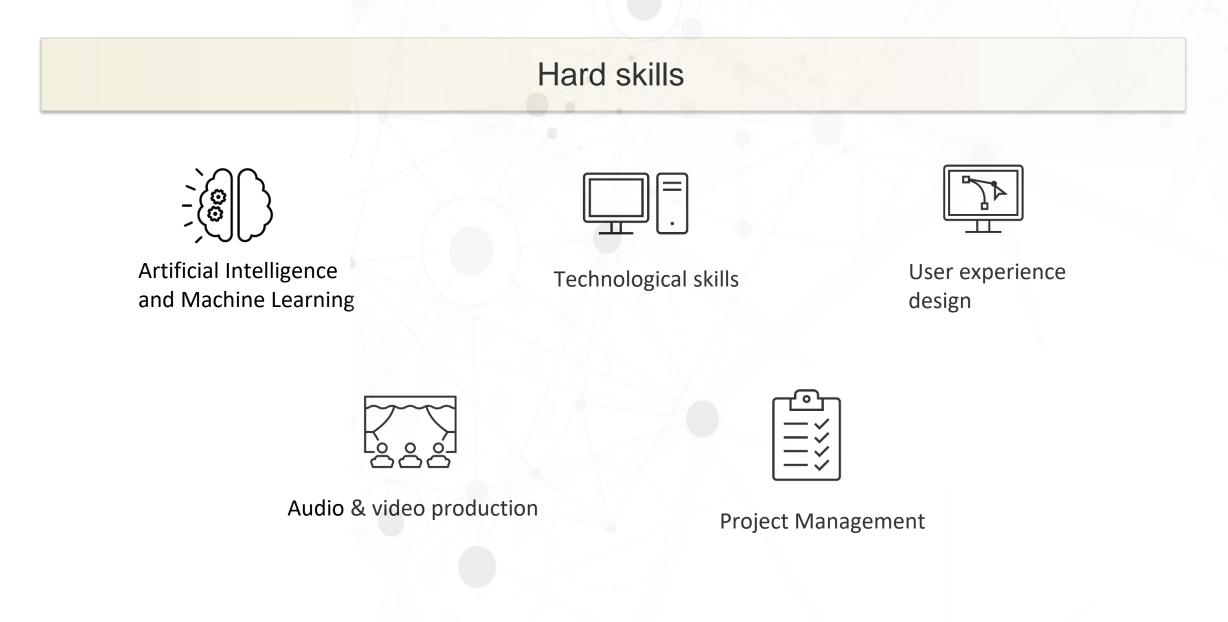
GeekBrains is an online education platform that focuses mostly on the Russian and Eastern-European markets



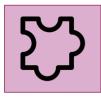
GeekBrains' practical application of theoretical approach for reskilling



How GeekBrains meets demand for reskilling



How GeekBrains offers unique advantages to companies



Extensive and thorough - Takes enough time to give the learner a deeper understanding of a domain



Insider knowledge - Learners can draw valuable insider knowledge from the decades of experience the trainers bring to the table

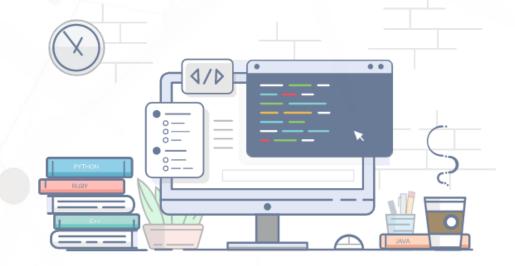


Combines several teaching methods - Learners engage with the taught material in several ways, which makes the learning process more interesting and increases retention

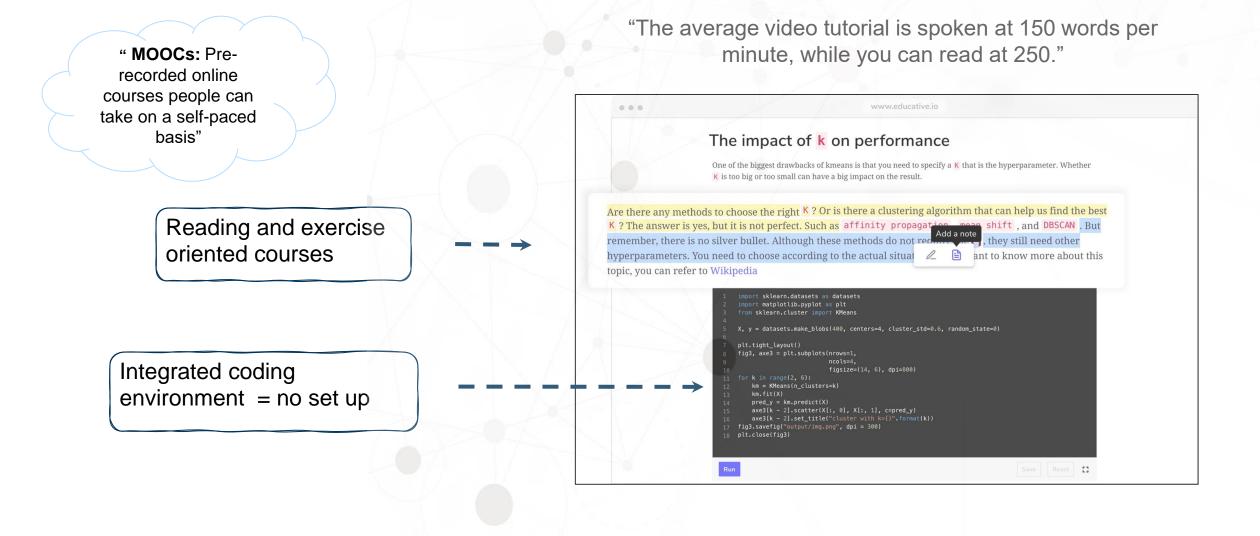
Deducative

What is Educative?

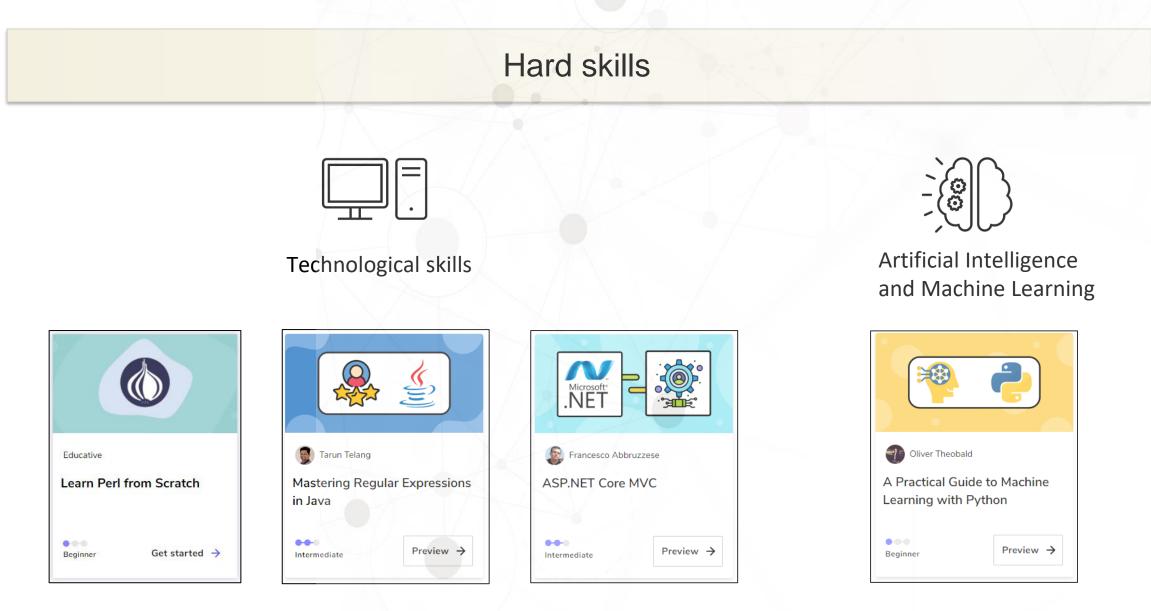
Educative.io is an online platform with programming courses aimed at beginner and experienced software developers



Educative's practical application of theoretical approach for reskilling



How Educative meets demand for reskilling



How Educative offers unique advantages to companies



Faster than video recorded courses - Learners can cover more material in a shorter amount of time



Up-to-date courses - Courses are uploaded frequently and touch upon the news technologies and methods in the tech industry



Specialized topics - Offers more specific courses for experienced programmers

What is STRIVR?

Strivr creates custom end-to-end immersive learning solutions implementing VR



Strivr's practical application of theoretical approach for reskilling



1. Strategic Consulting

Strivr's advisors meet with the company's management and translate company goals into learning objectives

2. Curriculum Design

The curriculum is built by immersive learning and L&D experts, who derive critical use cases and success metrics "Immersive Learning: Interactive learning process: gamification methods, quizzes, using Artificial/Virtual reality"

3. Content Production

Professional filmmakers and UX designers produce the learning material. The material is aligned with the requirements of the client and the environment the trainees will find themselves in



R Re

The hardware and the software are configured and shipped to the client. Strivr supports the implementation by guiding the trainees on the use of the hardware and software and solving any technical issues that arise

く目で

Strivr's practical application of theoretical approach for reskilling



https://youtu.be/Vu9omTp4yP8

How Strivr meets demand for reskilling







Technological skills



https://youtu.be/5EAa3H8LP5k



https://youtu.be/0s4OBHV0WH4

How Strivr offers unique advantages to companies



Dramatic reduction in overall training time - the time it takes to teach something in VR is substantially lower than by using traditional methods of education



Better retention - The training triggers an emotional response from the trainee. This emotional response strengthens the connection to the material



Exciting - Most trainees find interacting with the new technology intriguing and are excited to participate in the training, just for the sake of experiencing VR

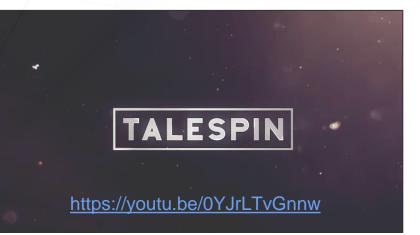


Better evaluation of learners - Employers get better insight about their employees from the data collected in the course of the training

TALESPIN

What is Talespin?

Talespin is an immersive learning platform that enables training of soft skills with the help of VR and speech recognition



Better Up's practical application of theoretical approach for reskilling



1) A personal profile is constructed to evaluate leadership style, straights and weaknesses

" Coaching and consulting: Personalized way of reskilling with a mentor and mentee



2) An AI suggests the best coach options for the trainee based on their profile and goals



 Weekly one-to-one or group sessions are conducted using video calls and messages

Tailspin's practical application of theoretical approach for reskilling

1. One-on-one session with virtual coach



2. Simulated conversation with employee

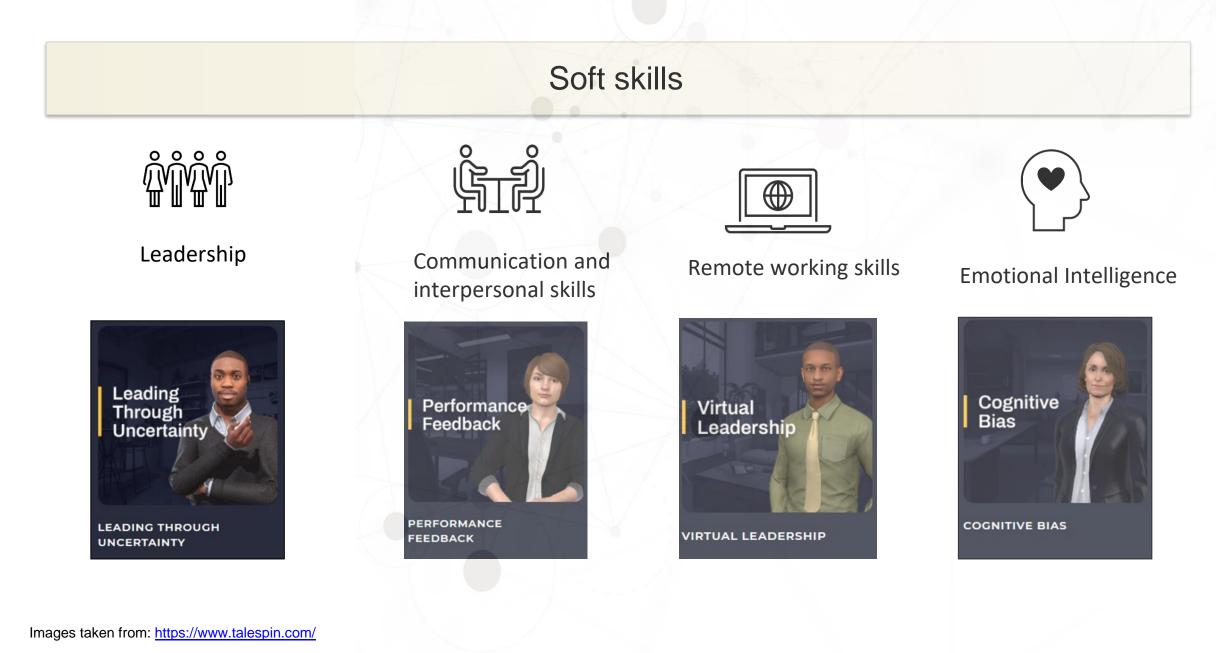


3. Get immediate feedback on performance



" Immersive Learning: Interactive learning process: gamification methods, quizzes, using Artificial/Virtual reality"

How Talespin meets demand for reskilling



How Talespin offers unique advantages to companies



Safe space to make mistakes - The technology provides a unique opportunity for learners to make mistakes without putting themselves or others at risk



Better retention - The training triggers an emotional response from the trainee. This emotional response strengthens the connection to the material



Exciting - Most trainees find interacting with the new technology intriguing and are excited to participate in the training, just for the sake of experiencing VR

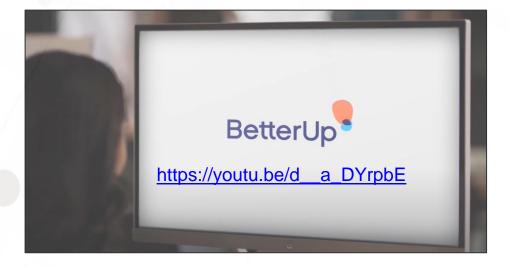


Content creation - companies can use software provided by the Talespin to create their own training

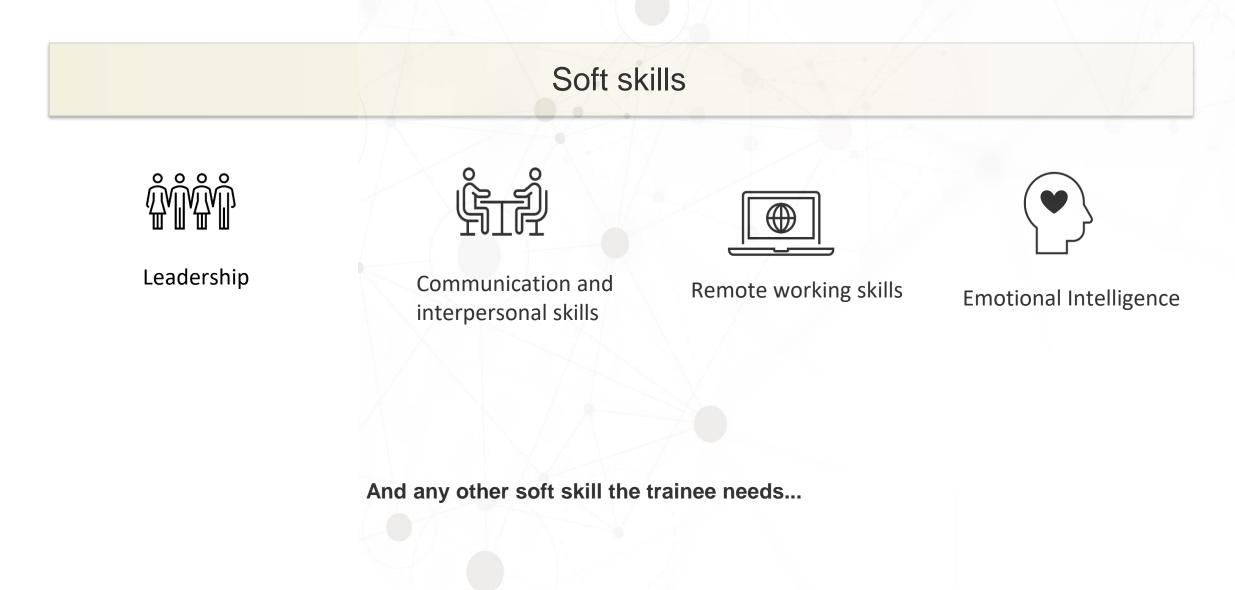
BetterUp

What is Better Up?

Better Up is a coaching and mental health platform that helps managers cultivate leadership skills and increase performance



How Better Up meets demand for reskilling



How Better Up offers unique advantages to companies



Personal - The approach is tailored to the individual and their needs

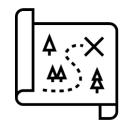


Large pool of coaches - Due to the virtual nature of the coaching, trainees are more likely to find the right coach for them



Visualizes impact of coaching - Using quantitative measures, Better Up is able to calculate the ROI of the coaching as well as effects on other performance measures

3. How theoretical and practical reskilling approaches are connected?



| Theoretical approach to reskilling that is used | Practical approaches to reskilling: name(s) of the solution provider(s) | | | |
|---|--|--|--|--|
| Instructor led trainings (V & IRL) | GeekBrains, MOTIF, Spearhead Training | | | |
| MOOC (Massive open online course) | Coursera, Educative, Codecademy | | | |
| Immersive learning | Codecademy, STRIVR, Talespin | | | |
| Industry courses and certifications | MOTIF, Coursera | | | |
| Coaching and consulting | Spearhead Training, Festo Didactic, Better Up, Talespin | | | |
| Contextual learning (or on the job training): | Festo Didactic | | | |
| Blended learning | GeekBrains, MOTIF, Festo Didactic | | | |
| Skill management tools | iSpring, Hitch | | | |

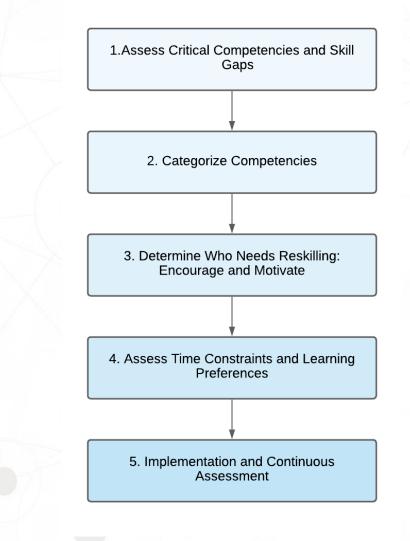


VI. Conclusion

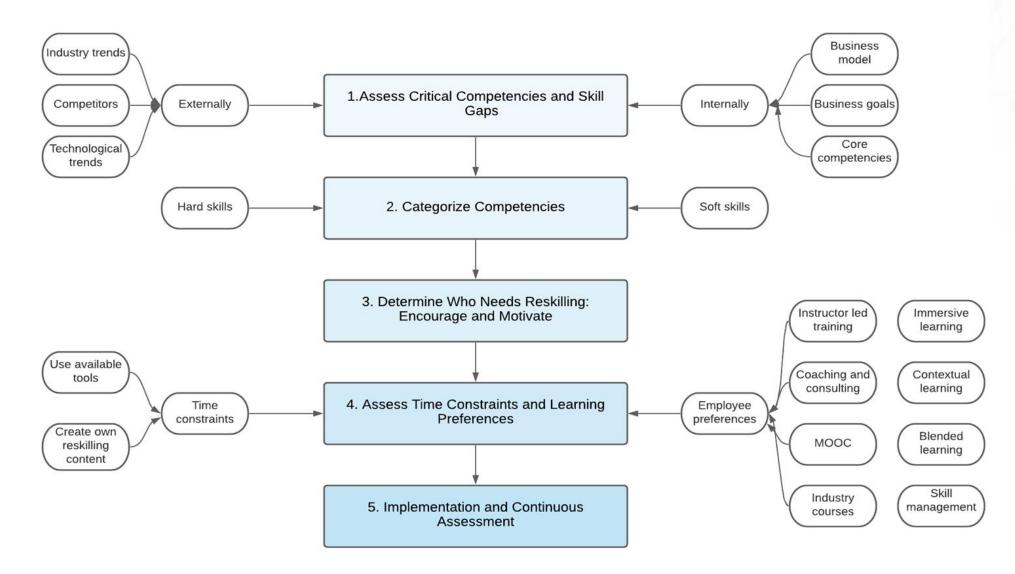
- 1. Guide for companies to reskill their employees
- 2. Challenges employers need to address for a successful reskilling

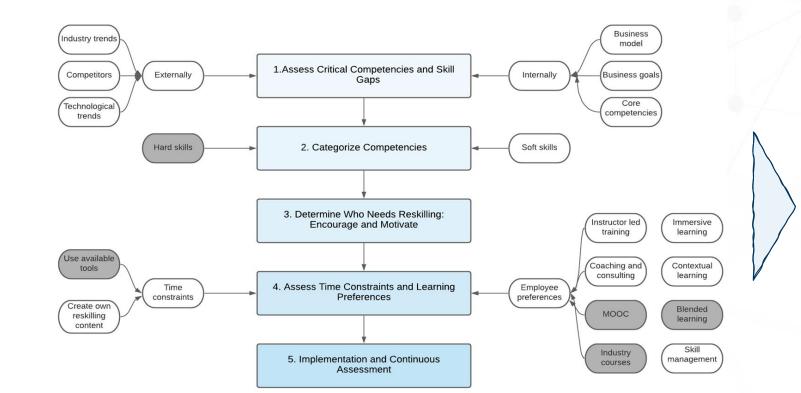
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1. Guide for companies to reskill their employees



1. Guide for companies to reskill their employees



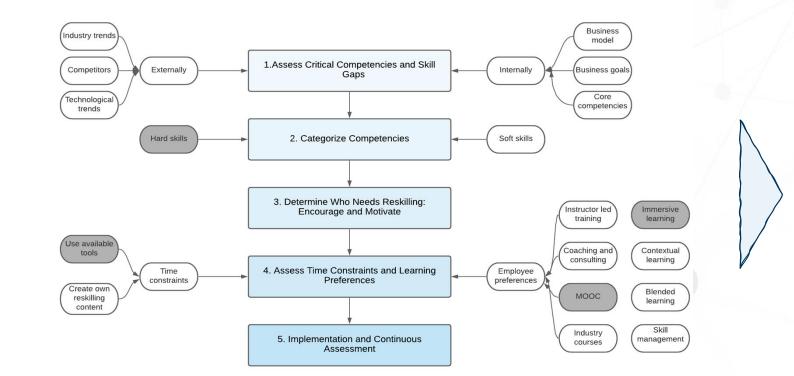


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MOTIF is an example of a reskilling company that is focused on one industry and the latest trends and technologies in that industry, namely the fashion and attire industry.

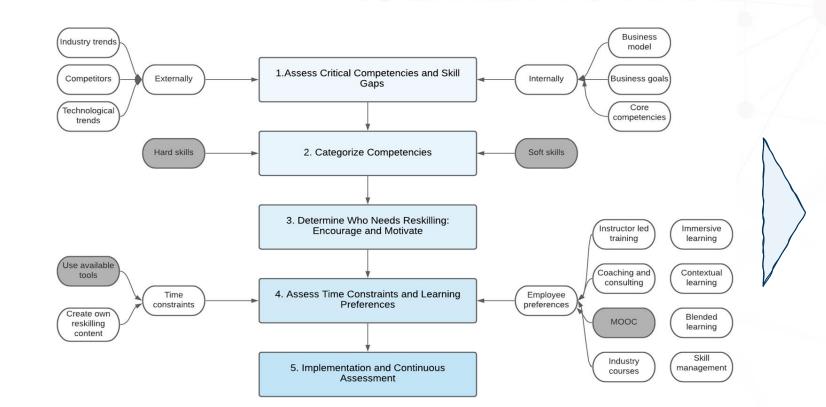
It offers a selection of pre recorded courses as well as a combination of several approaches such as Instructor based training and self-paced prerecorded lessons.

The content is a combination of off the shelf and customizeable



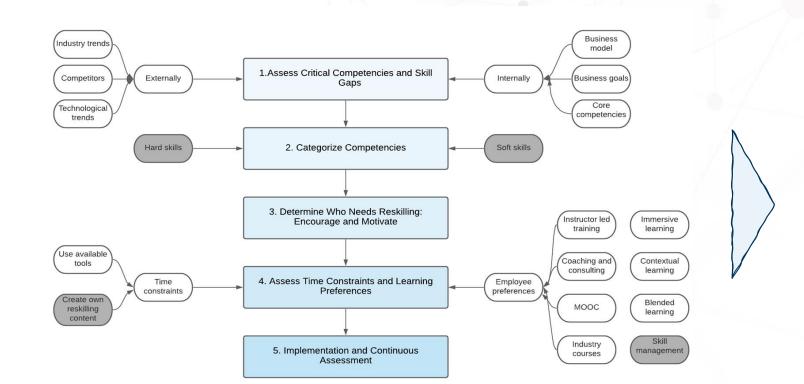


Codecademy is a MOOC that includes immersive learning to teach programming languages. The tool can be used immediately by companies without any need of adapting or personalizing. Designed for companies that have time constraint and for employees that like self-paced asynchronous way of reskilling.



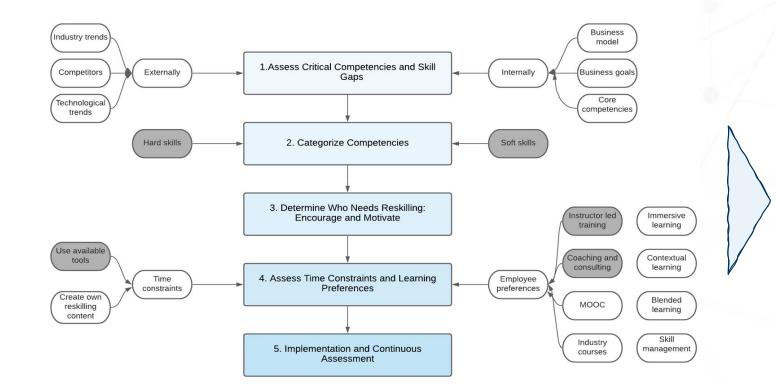
coursera

Coursera offers a large library of courses in a broad field of subjects, including both hard and soft skills. The tool can be used immediately by companies without any need of adapting or personalizing. Suitable for companies that have time constraint and a large employee base that needs reskilling. The approach is self-paced, asynchronous and available on several languages.



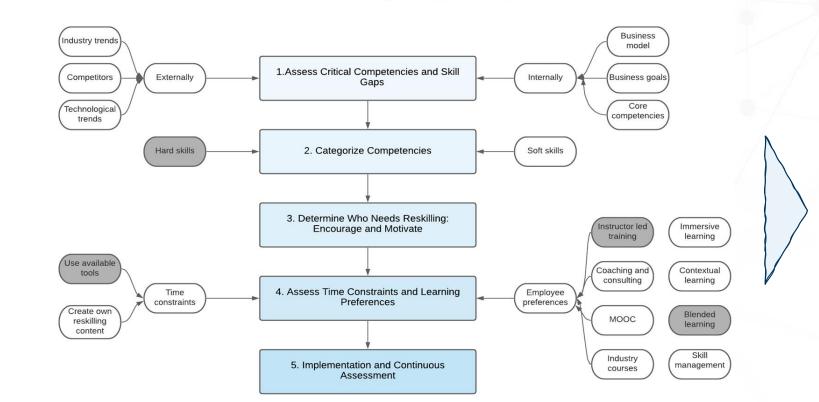
💦 iSpring

iSpring is a training content creation tool. It is well suited for companies that want to create their own reskilling programs from scratch.



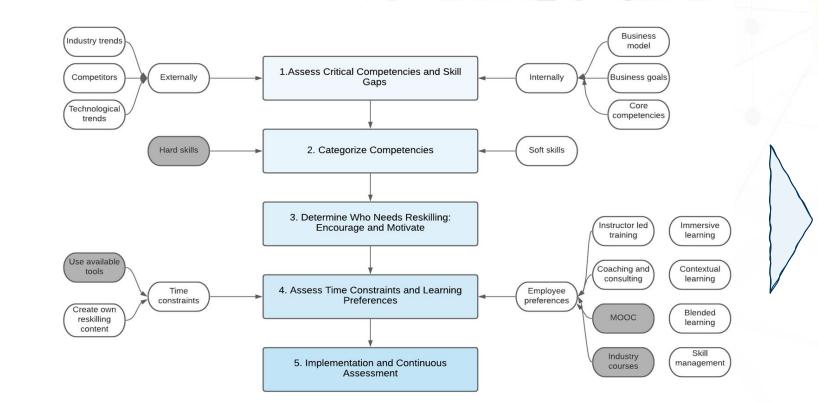


Spearhead Training is an example of a reskilling company that is based on the instructor led training theoretical approach. It including both hard and soft skills. The tool can be used immediately by companies without any need of adapting or personalizing. Suitable for companies whose employees prefer face to face training or that require a lot of personalized attention.



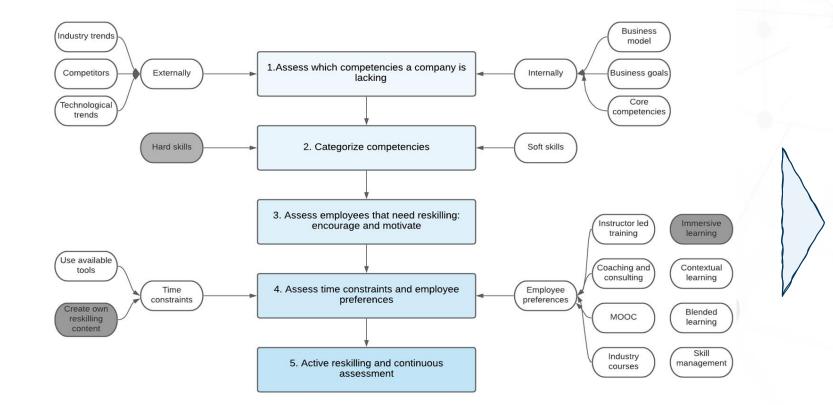
🛞 GeekBrains

GeekBrains approach is similar to a university education. It includes weekly schedules consisting of online lecture and homework. hard and soft skills. This sort of approach is suitable for companies that want to invest in their employees and expect to have them stay for a long period of time to earn back the investment.

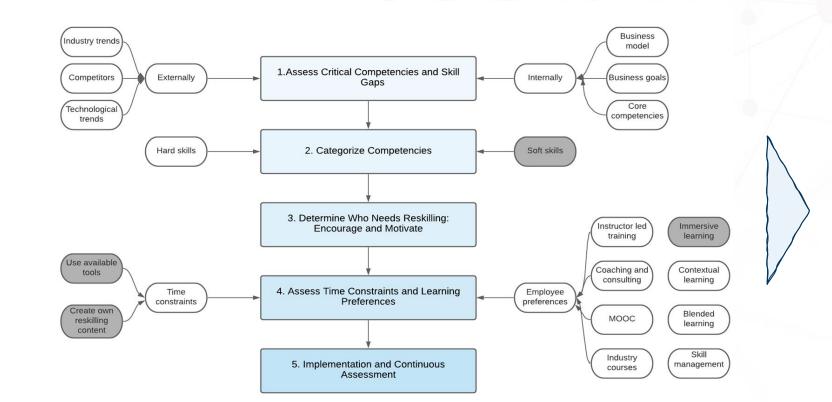


b educative

Educative a selection of courses that are focused on software development and engineering. It can be used immediately by companies without any need of adapting or personalizing. Designed for companies that look to reskill developers and software engineers, as most of the courses are too advanced for beginner programmers.

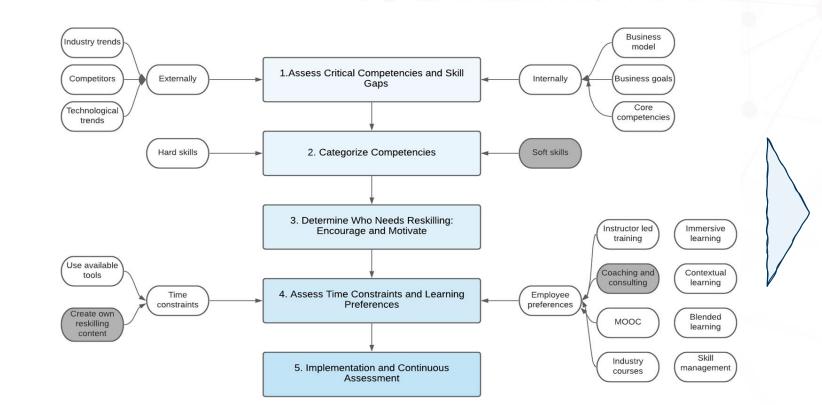


STRIVR offers reskilling of hard skills: technological and skills related to Industry 4.0 using immersive learning approach of theoretical reskilling. The tool is personalized based on company needs. Designed for companies that do not have hard time constraints and for employees that like personalized and interactive way of reskilling.



TALESPIN

Talespin is an immersive learning platform that enables training of soft skills with the help of VR and speech recognition. The tool can be used immediately, by choosing from a selection of pre-made courses. Alternatively, courses can be created using a content creation platform. Suitable for companies seek to train management in soft skills.



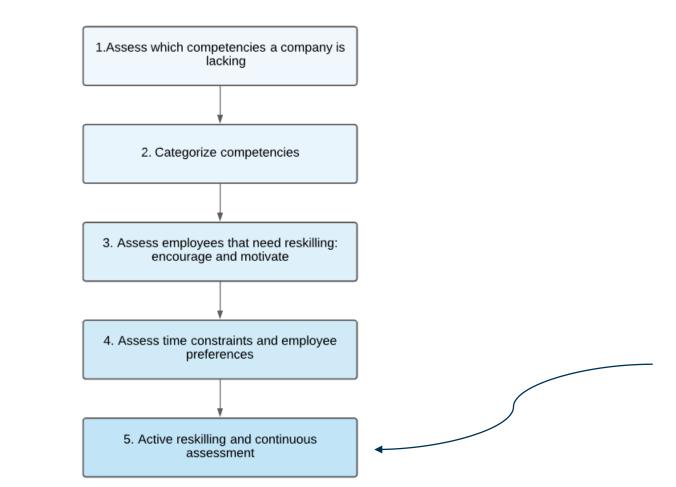
BetterUp

Better Up is a coaching and mental health platform that helps managers cultivate leadership skills and increase performance both with hard and soft skills. The tool can be used immediately by companies without any need of adapting or personalizing. Suitable for companies that have no hard time constraints and want to invest in their management.

Skill Management Tools help with the process



Skill Management Tools help with the process





Many E-Learning based **reskilling platforms offer monitoring, tracking and analysis tools**, allowing assessment of the learners' reskilling progress

2. Challenges employers need to address for a successful reskilling





Successfully overcoming challenges related to reskilling should lead to a **super-learning culture** in which skills-based learning is intrinsically engrained in employees, learning is driven by data and based on employee capabilities, employees are offered flexible career opportunities

Note: Visualization of a an employee learning skills. Adapted from "Continuous learning" by Valamis. Retrieved August 30, 2021 from https://www.valamis.com/hub/continuous-learning

Wrapping up: focus, mission and research questions



Primary focus: employee reskilling



Mission: provide an overview of theoretical and practical reskilling approaches and novel solutions under development

Research questions:

(1) What are the most important competencies/skills for employees currently and in the future?

(2) Which theoretical approaches to reskilling exist?

(3) Which practical approaches to reskilling exist that are interesting, innovative and impactful?

(4) How can organizations reskill their employees?

