Program Area: Sales Performance

Category: Best Team Development Program for Sales Teams

The category **Best Team Development Program for Sales Teams** in the Sales Performance program is for a written description of that best describes excellence in development for the sales executive team, management team or cross-functional team rather than the development of an individual sales or marketing professional. Provide written descriptions of the program that was implemented to foster greater alignment and productivity of the team.

Training, learning, talent, HR, or other related department can enter either **alone** or **together** with a helping organization (such as a vendor aka solution provider, or consultant). Helping organizations **cannot** enter alone.

**Instructions:**

1. You must use this Word document for your submission.
2. Type your submission description into the appropriate sections of this document.
3. Do not change the formatting or font – *Helvetica body 12* (size, color, or type).
4. Do not remove any sections of the application.
5. If any fields are not applicable, please leave them blank or write N/A.
6. Read the Judging Criteria below. The judges will evaluate your submission according to these criteria.
7. Write in paragraph form and check the spelling.
8. Write using the third person. Do not use “we, our, us,” etc.
9. Avoid “marketing” languages; focus on details and outcomes.
10. Include images, charts, and graphs in this document form; please do not include separate documents. Please insert these items within the context of your responses. These items may also be added to the end of the document in an appendix if necessary.
11. If applicable, you may provide supporting reports, videos, and course links. Please provide proper access information to courses and details for special instructions. If providing passwords to courses or videos, ensure they are valid for one year or more and can be easily accessed by the web. Do not include any links or embedded links within this form. Provide all links, URLs, and User access information in your online application for submission. Make sure access is available to reviewers for at least one year.
12. When completed using the same font size, this document should be approximately (15-20 written pages), font size Helvetica 12, not including instructions, questions, or graphics. If you have additional supporting information, you may include it within the appropriate sections of this entry form or in an appendix at the end of the document.
13. Within the online application, if you have selected “Yes” to granting Brandon Hall Group publishing permission of your entry, but there are parts of your application you wish not to have published, please indicate by **highlighting those details within this form in red,** so they are omitted from publishing.
14. Save as a **Word Document** with a new file name. Example: Company Name\_Category\_Short Title
15. Sign up or log in to the HCM Excellence Awards portal: <https://excellenceawards.brandonhall.com/hcm/>. Upload your completed entry form, complete the online application, and provide all supporting links and URLs. Check to make sure you have completed your online application and payment.

**Please direct any questions to:** [**awards@brandonhall.com**](mailto:awards@brandonhall.com)**. Do not send any applications via email, but only through the award application site.**

|  |  |
| --- | --- |
| **Judging Criteria: The judges will evaluate your entry on a scale of 1-6 on each of these criteria below.** | |
| 1. **Fit to the Needs** | The Team Development Program is aligned with the business/organizational needs and situation. You have conceptualized your executive team as a system of interrelated relationships rather than independent individuals. These interrelated teams affected the functioning groups or organization in positive ways. |
| 1. **Design of the Program** | The program designed aligned with the culture of the organization and team, the activities used in the program successfully facilitated team building, and the coaching initiatives that were delivered help to achieve team development (different from team building). The use of an effective assessment model in assessing, defining, and measuring the functioning of your c-suite and executive level teams. The assessment tools that were developed were able to facilitate dialogue and better communication amongst team members and develop team member’s specific to the team dynamic through executive and relationship coaching. |
| 1. **Delivery of the Program** | The delivery of the team development program is in a manner that positively influenced the organizational goals and learning results. There was an effective change management strategy that produced positive organizational outcomes. |
| 1. **Measurable Benefits** | The benchmarks and outcomes were established and successfully achieved by the executive team. Subjective feedback was received from team members about their satisfaction and sense of productivity in the team. |
| 1. **Overall** | Positive perception from the executive management or the board in terms of team cohesiveness, alignment, and productivity. |

Entry Overview:

***Please make sure all information matches the online application.***

Entry Information

|  |  |
| --- | --- |
| **Entry Title** | (Insert text here) |
| Name of Entering Organization | (Insert text here) |
| \*Name of Helping Organization (Vendor)  if submitted jointly: | (Insert text here) |
| \*OPTIONAL PR | (Insert text here) |
| Date | (Insert text here) |
| Brief Description of Entry (2-3 Sentences) | (Insert text here) |

Company Background (of entering organization, not the solution provider)

Insert company logo here

Use the grid below to give information about the organization, size and scope, and industries served.

|  |  |
| --- | --- |
| **Company-at-a-Glance** | |
| Headquarters | (Insert text here) |
| Year Founded | (Insert text here) |
| Revenue | (Insert text here) |
| Employees | (Insert text here) |
| Global Scale (Regions that you operate in or provide services to) | (Insert text here) |
| Customers/Output, etc. (Key customers and services offered) | (Insert text here) |
| Industry | (Insert text here) |
| Stock Symbol | (Insert text here) |
| Website | (Insert text here) |

\*Optional: Company Background (of solution provider if submitted jointly)

Insert company logo here:

Use the grid below to give information about the organization, size and scope, and industries served.

|  |  |
| --- | --- |
| **Company-at-a-Glance** | |
| Headquarters | (Insert text here) |
| Year Founded | (Insert text here) |
| Revenue | (Insert text here) |
| Employees | (Insert text here) |
| Global Scale (Regions that you operate in or provide services to) | (Insert text here) |
| Customers/Output, etc. (Key customers and services offered) | (Insert text here) |
| Industry | (Insert text here) |
| Stock Symbol | (Insert text here) |
| Website | (Insert text here) |

Budget and Timeframe

Please fill out the following grid with your best ability. You may offer an estimate or range for each. If this information is confidential or not applicable, enter N/A. Your entry will not be judged based on this information; however, this offers the judges a greater understanding of your entry, complexity, and/or maturity.

|  |  |
| --- | --- |
| **Budget and Timeframe** | |
| Overall budget | (Insert text here) |
| Number of (HR, Learning, Talent) employees involved with the implementation? | (Insert text here) |
| Number of Operations or Subject Matter Expert employees involved with the implementation? | (Insert text here) |
| Number of contractors involved with implementation | (Insert text here) |
| Timeframe to implement | (Insert text here) |
| Start date of the program | (Insert text here) |

Entry Details:

Judging Criteria 1: Fit to the Needs

Use this area to describe the business conditions and business needs that led your organization to create the team effectiveness program for your sales or marketing group.

How have you conceptualized your sales or marketing executive team as a system of interrelated relationships rather than independent individuals?

How have you conceptualized your team as a part of interrelated teams throughout the organization? How have these interrelated teams effected the functioning in positive and negative ways?

Details:

Overview

Use this area to provide a description of the team effectiveness program for your sales or marketing group and its implementation in your organization. What programs have you put in place to facilitate team building? What coaching initiatives’ have you put in place for team development (different from team building)?

Details:

Judging Criteria 2: Design of the Program

Use this area to discuss the how the program was designed, and the tools used to assess your team. Are you using psychological assessments as: 1) A tool to facilitate dialog and better communication amongst team members? 2) A tool to develop team members’ specific to the team dynamic through executive and relationship coaching?

*Details:*

Judging Criteria 3: Delivery of the Program

Use this area to discuss how the program was implemented.

*Details:*

Judging Criteria 3: Change Management Efforts

Describe any challenges or obstacles that you may have encountered and how you overcame them? What was your process for addressing change management?

*Details:*

Judging Criteria 4: Measurable Benefits

Use this area to discuss the measurable benefits as seen by your organization. How do you measure ROI/impact and what were the results? How did you prioritize and identify what was important?

*Details:*

Judging Criteria 5: Overall

Use this section to provide a summary of key findings. What lessons did you learn? What is next/future outlook?

Details: