



HUMAN TALENT ECOSYSTEM

A diverse group of six office workers are celebrating in a modern office setting. They are all smiling and have their arms raised in the air. Some are holding up documents or blueprints. The background shows a stone wall and a desk with a laptop and a mug. The overall mood is positive and energetic.

**¡UNLEASH THE COMPANY
WITH THE LEARNING POWER!**

BUSINESS CURRENT CHALLENGES

- HYPER-CONNECTED PROFESSIONALS
- CHANGES/SPEED
- BIG DATA/HIGH COMPETITION
- SHORT DELIVERIES
- INTELLECTUAL PROPERTY RESTRICTIONS
- COMMITMENT IS A CHALLENGE
- PERSONALIZED LEARNING ECOSYSTEM
- AGILE METHODS
- AI / MACHINE LEARNING
- INTEROPERABILITY
- AUTOMATION
- ACADEMIC CONTENT

THEY TRUS US

1M+
USERS

Universidades	Universidades Corporativas / Empresas
 Tecnológico de Monterrey  PREPA Tec  UNIVERSIDAD EDEC  Universidad Tecmilenio.  emprendetEC Tecnológico de Monterrey  UANL  IDESAA  NACIONES UNIDAS  SEP  LAUREATE INTERNATIONAL UNIVERSITIES  UAGro  Universidad Digital del Estado de México  conalep	 Proeza  PEPSICO  GNC  DELL  FAMSA  InverCap  Bci  medix  LEO  PROLEC  ENCANTO  Johnson & Johnson  viakon  xignux  INSTITUTO OXXO  taf  KENWORTH



A photograph of three business professionals in an office setting. Two men are shaking hands across a conference table. A third man is seated on the right, looking on. The table has a laptop, notebooks, and sticky notes. A whiteboard with more sticky notes is in the background. The image has a semi-transparent dark overlay.

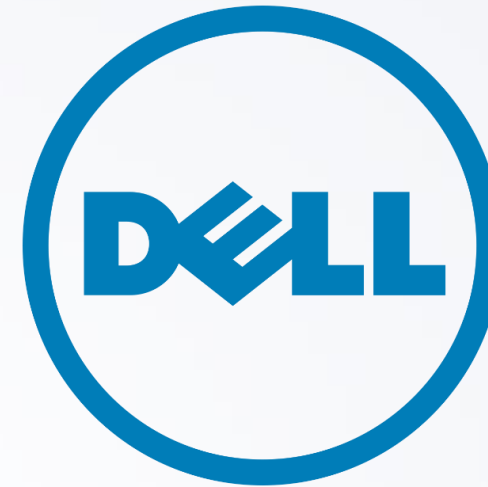
**BOOST YOUR PRODUCTIVITY
AND BUSINESS RESULTS**

DEVELOPMENT AND ORGANIZATIONAL GROWTH



DELL acquired Territorium global-wide to:

- Train channels/distributors globally to increase sales.
- The platform connects with their CRM and understands what are the opportunities that each channel has to compare its competency profile and recommends routes of learning experiences (on-premise or online) to improve its profile and be much more assertive on sales
- The system allows users to recommend just-in-time experiences when they need it for their goals.
-



JUST IN TIME LEARNING



ORGANIZATION SYSTEMS



COMPETENCES



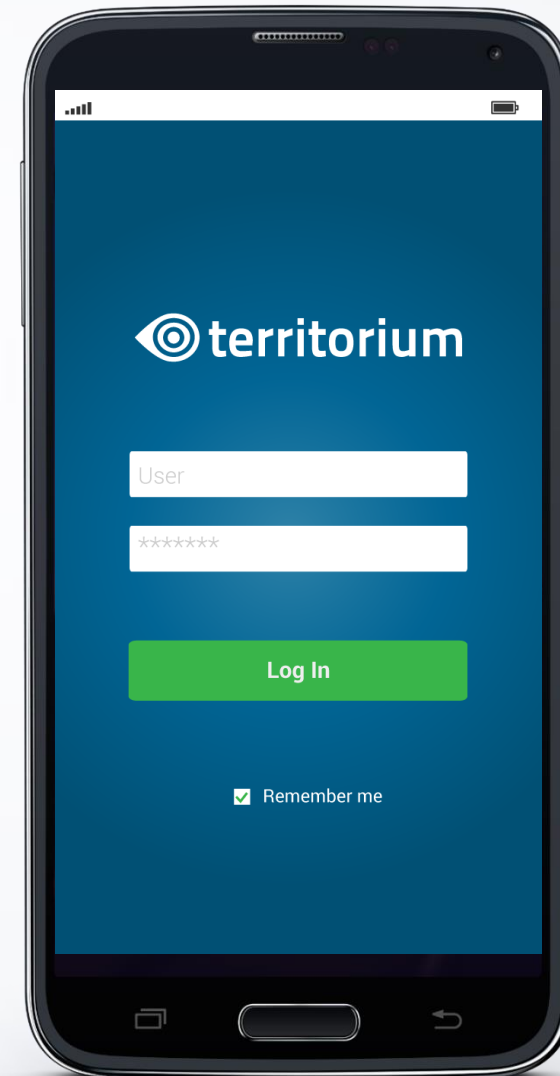
LEARNING
EXPERIENCES



ARTIFICIAL
INTELLIGENCE

JUST IN TIME LEARNING! MICROLEARNING!

- Each Day, each contributor receives a short content to their phone based on the information of opportunities and challenges they will have in the day.
- The content is delivered through our channels and notifications are sent the mobile device.
- Connected with the CRM and Outlook, the system knows what challenges are going to have in the day and based to push content.



JUST IN TIME LEARNING!

The screenshot displays the Territorium LMS interface. At the top, the header includes the Territorium logo, a search bar with the text 'mo', and user information for 'DELL Professor'. A vertical sidebar on the left contains various navigation icons. The main content area is titled 'RECOMMENDED EXPERIENCES' and features a search bar labeled 'Key words: Search...'. Below this, there are two course cards: 'Introduction to Dell Technologies' and 'VXRAIL for Dell EMC'. A modal window is open in the center, titled 'Take a look to these daily learning experiences recommendations...'. This modal displays two recommended experiences: 'Configuring and Operating Dell EMC Education...' with a 'Student' role, and 'VXRAIL Workshop 10/18/18 Workshop' with an 'Enroll' role. The modal includes a close button (X) in the top right corner and a scrollbar at the bottom. The footer of the interface shows 'Territorium 2018 ©' and a 'Chat (0)' button.

territorium mo

DELL Professor

RECOMMENDED EXPERIENCES

Key words: Search...

DELL Technologies

Introduction to Dell T...
New Period
Professor

VXRAIL for Dell EMC
New Period
Professor

Take a look to these daily learning experiences recommendations...

Configuring and Oper...
Dell EMC Education...
Student

VXRAIL Workshop
10/18/18 Workshop
Enroll

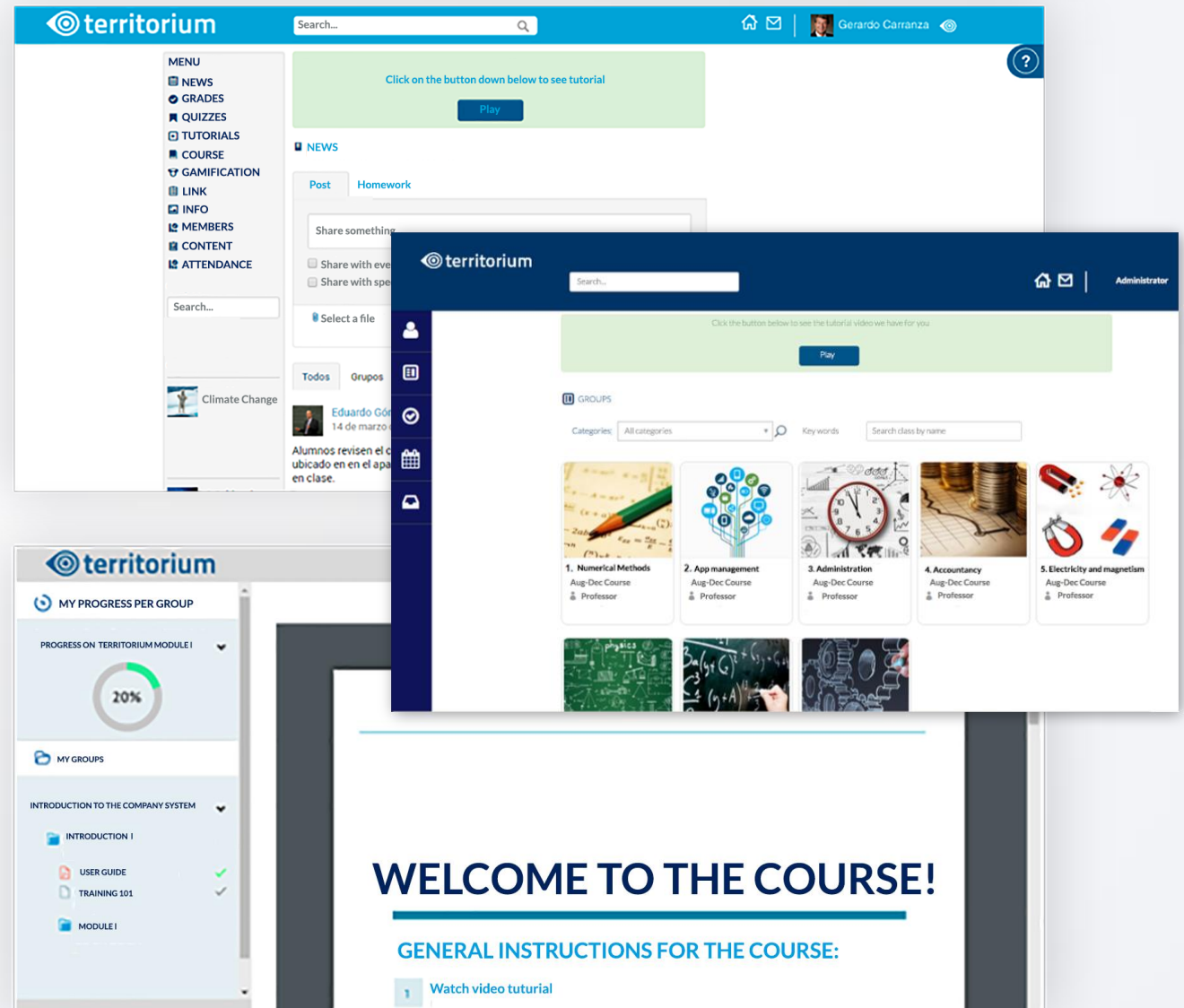
1/1

Territorium 2018 ©

Chat (0)

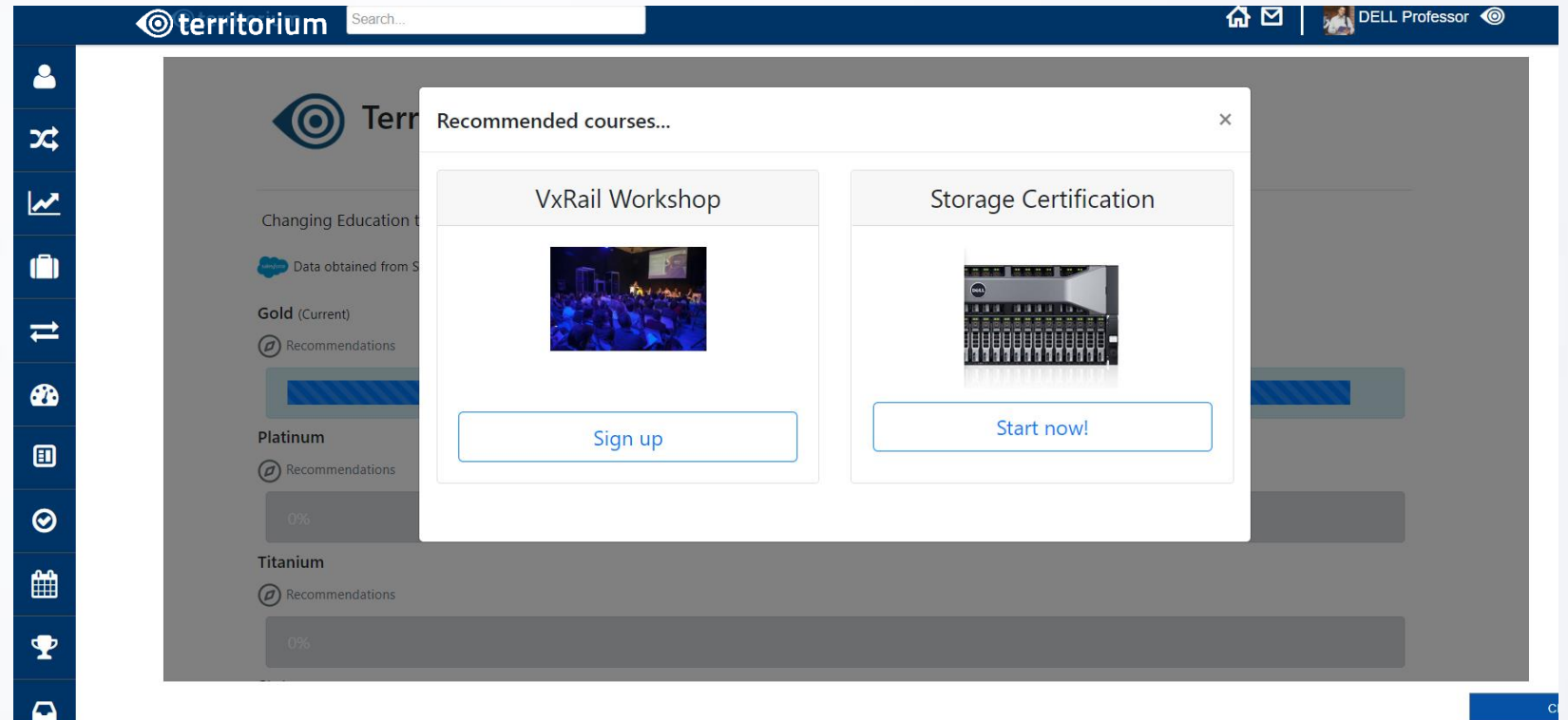
ONLINE/OFFLINE CONTENT

- The content is customized to align with the employee requirements.
-
- The content can be accessed without Internet when there is no connection.
-



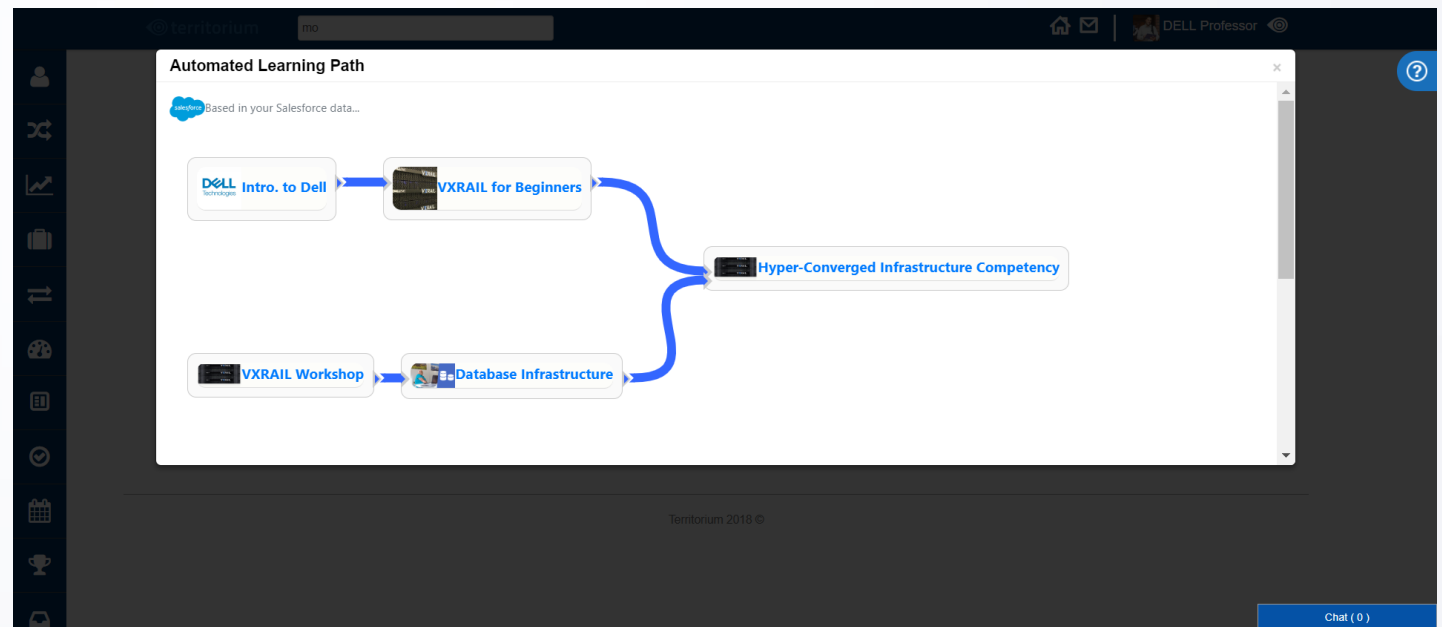
LET'S NURTURE TO THE TEAM

- Nurture the employees with learning experiences based on their expected results.
- Change from simple learning experiences to complete certifications.



LEARNING PATHS CUSTOMIZED BASED ON COMPANY SYSTEMS INFORMATION

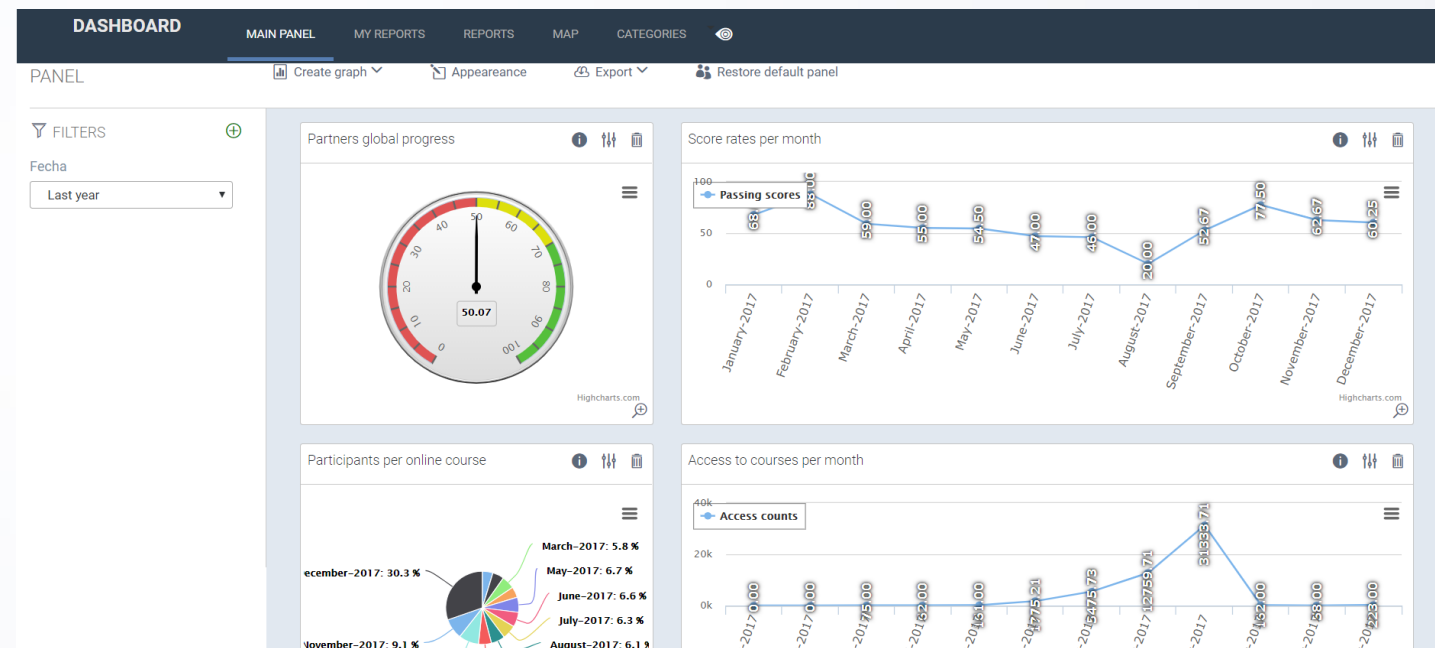
- Our platform connects with CRM and ERP and recommends learning paths based on the indicators we want the collaborators to meet.
- Territorium will recommend courses and learning experiences to easily help you meet your goals.



AUTOMATION

NOTIFICATIONS AND DASHBOARDS

- Alerts sent from collaborators at risk of not reaching their goals.
- It Allows you to see progress metrics in training and visualize which learning experiences helped to increase sales or any other indicator.



DEVELOPMENT AND ORGANIZATIONAL GROWTH



RETAIL



- ✓ Customized courses to employees from *how to swipe the credit card* to career plans and development of each employee in a personalized way. Managers take courses and develop through the platform as well.
- ✓ Oxxo founded the Oxxo Institute that gives professional degrees to its employees. The collaborators take courses related to Oxxo and at some point they can obtain the professional degree growing their career path.
- ✓ At GNC is managed the company's know-how and the stores are trained with a model of low connectivity (when it has WiFi, the data is synchronized, the rest of the time can work offline). The collaborators answer questions among themselves and manage their career plan.

DEVELOP SKILLS AND ABILITIES

The screenshot displays the 'territorium' web application interface. At the top, there is a navigation bar with the logo, a search bar, and the user's role 'Super Admin'. The main content area is divided into a left sidebar and a central panel. The sidebar includes a user profile for 'Luis Sotelo', a job title 'Puesto de trabajo: Docente', and a menu with options like 'Muro', 'Información', 'Juego', 'Medallas', and 'Agradecimientos'. The central panel features tabs for 'Actividad reciente', 'Grupos', 'Medallas', and 'Competencias', with the 'Competencias' tab selected. Below the tabs, a section titled 'Competencias y habilidades desarrolladas:' lists six skills with corresponding progress bars and percentages: Inglés (88%), Prácticas investigativas (100%), Interacción y comunicación (80%), Diseño de estrategias (70%), Ejecucion planes de acción (83%), and Estructura de programas (50%). To the right of the central panel, there are additional widgets for 'Notificaciones', 'Mis grupos' (showing 'Aeroespacial' with 1 notification), and 'Mis puntos' (showing 'Total de puntos: 0').

territorium Buscar Super Admin

Actividad reciente Grupos Medallas **Competencias** Puntos: 3670

Competencias y habilidades desarrolladas:

Inglés	<div><div></div></div>	88%
Prácticas investigativas	<div><div></div></div>	100%
Interacción y comunicación	<div><div></div></div>	80%
Diseño de estrategias	<div><div></div></div>	70%
Ejecucion planes de acción	<div><div></div></div>	83%
Estructura de programas	<div><div></div></div>	50%

Notificaciones

Mis grupos

Aeroespacial 1

Mis puntos

Total de puntos: 0

Menú

- Muro
- Información
- Juego
- Medallas
- Agradecimientos 0

MEASURING SKILLS

territorium Buscar... Training Master

[Gerente Comercial](#)

Habilidades y Competencias

Inglés (22%)

Justificación:
Hice un diplomado en inglés avanzado, por la Universidad Católica de Chile. Adjunto evidencias.

Archivos adjuntos:

Aceptar cambios

Liderazgo (74%)

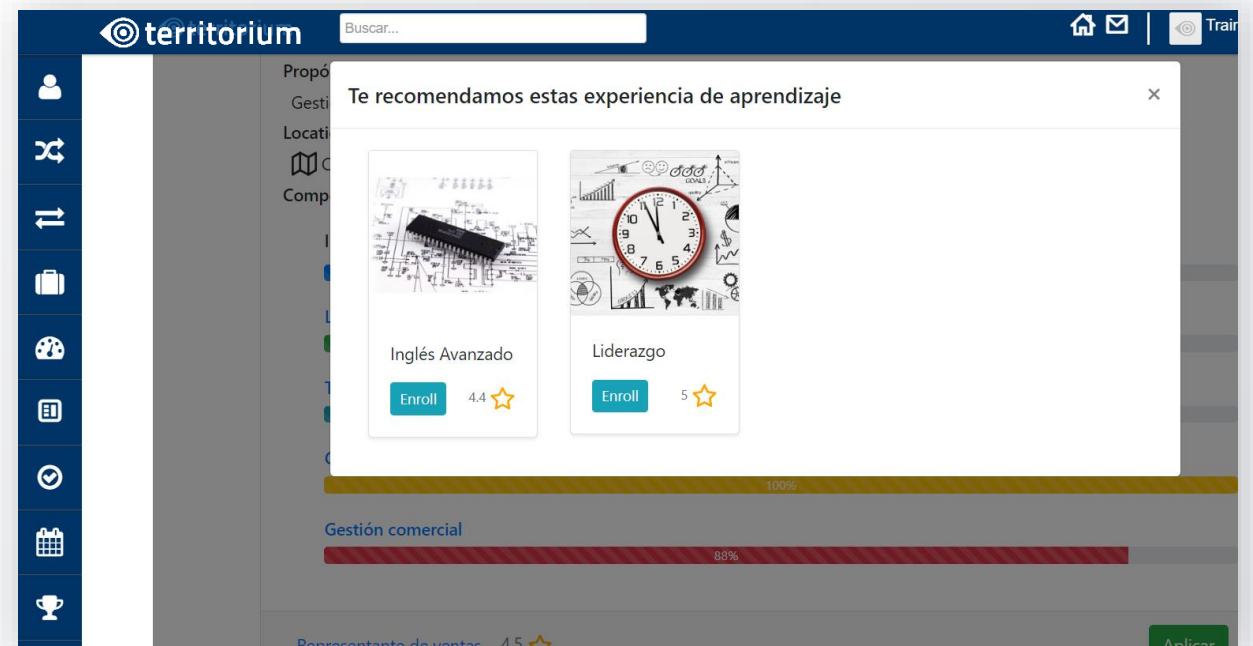
Justificación:
He logrado cumplir exitosamente con todos los proyectos que me han asignado, siendo líder del equipo

Archivos adjuntos:

Chat (1)

Evaluate the competencies of the collaborators against the competency profile of the post.

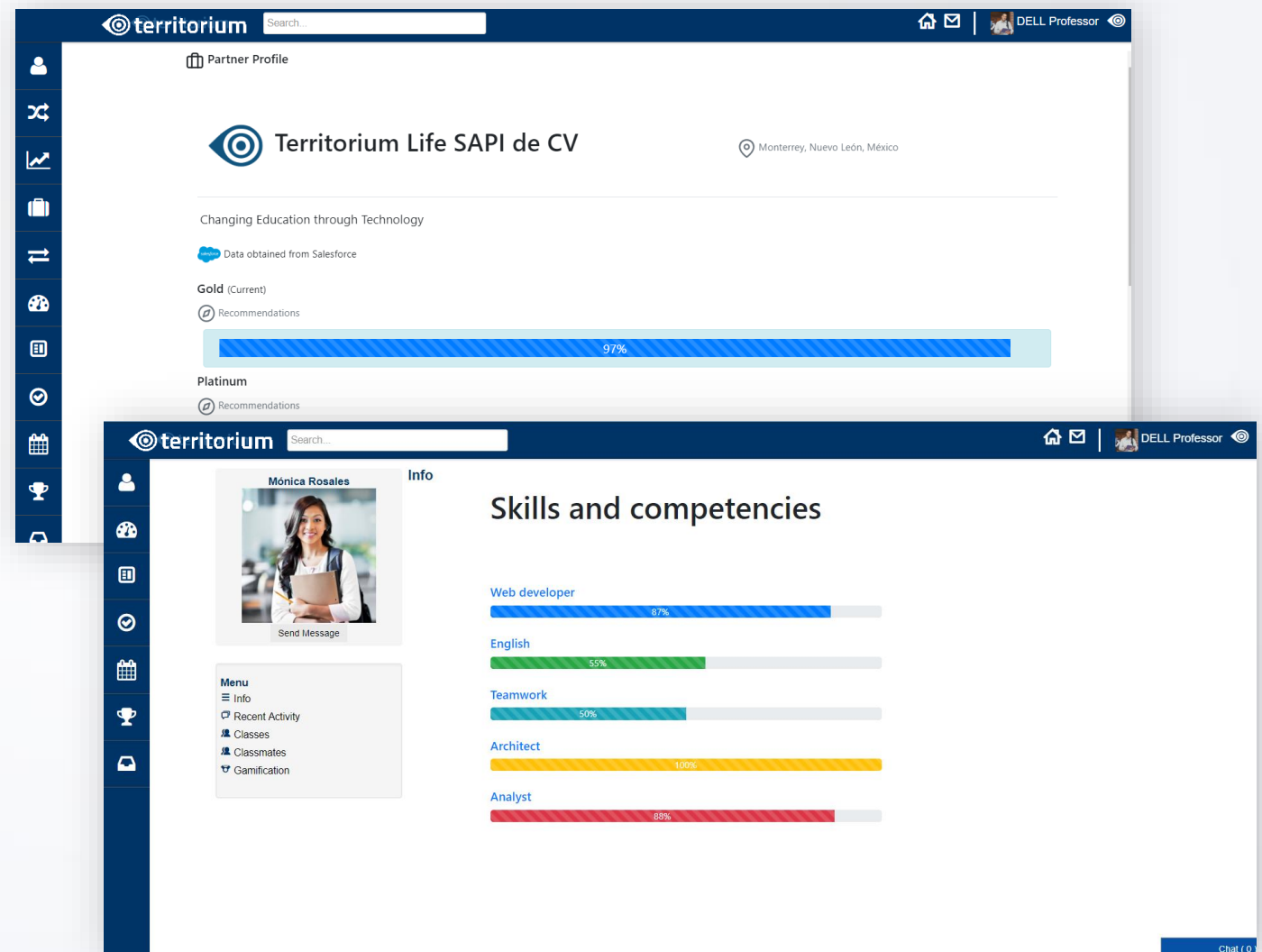
- Allows the collaborator to see the skills required to boost their career.
- The Platform recommends learning experiences that will help cover the gap of what's expected and the current skills.
- The platform recommends collaborators that meet the expected competence profile to apply to new positions at the company.



GAMIFICATION

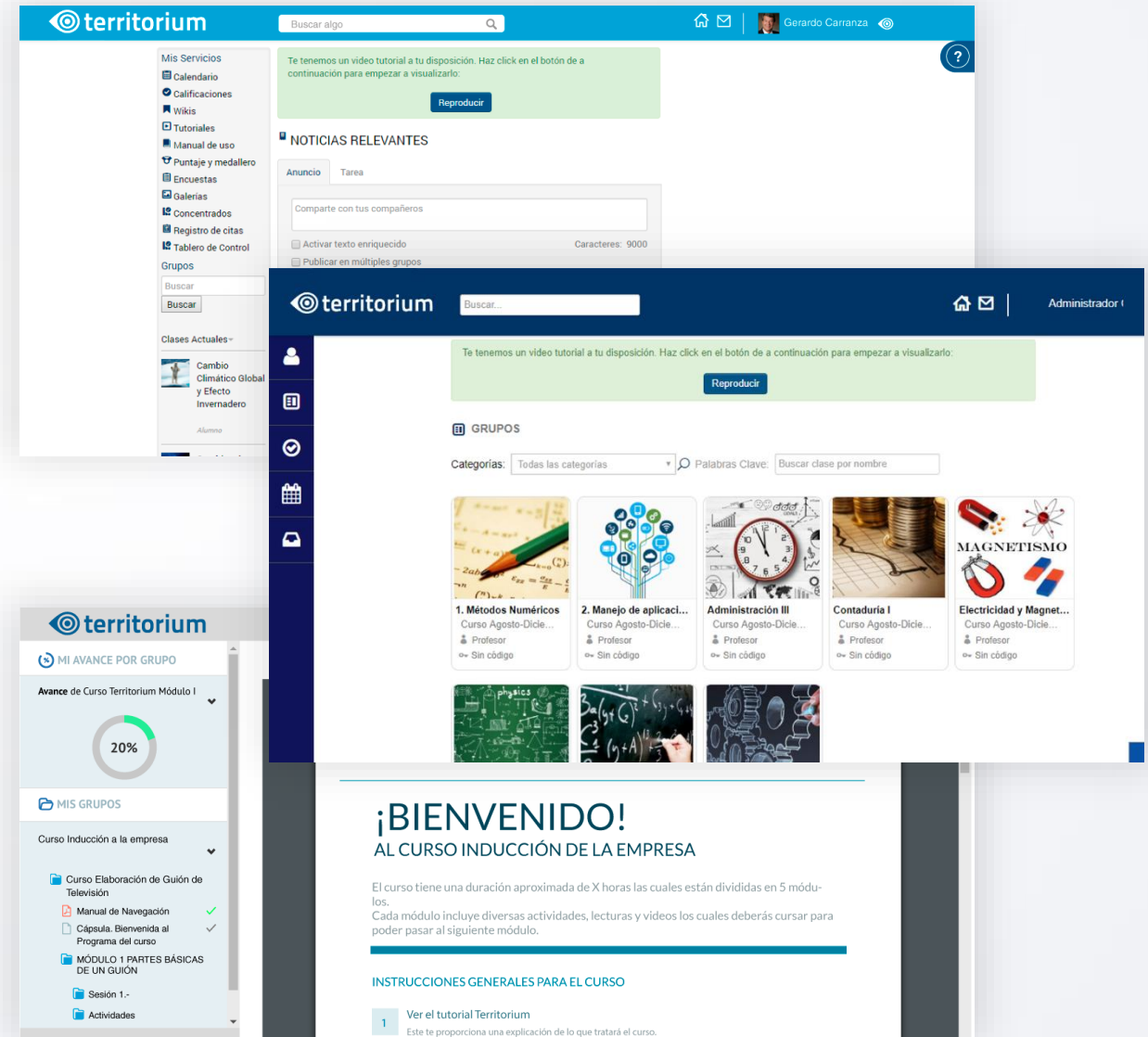
Badges & Competencies

- A portfolio with achievements for each collaborator is generated and the competencies that have been developed with the evidence of the achievements.
- The System recommends that contributors can take what positions depending on the profile you are looking for.



ONLINE TRAINING TOOLS BY EMPLOYEE PROFILE

- Tools that allow training from executives to production or sales line collaborators.
- Collaborators can be trained from their phone with social tools for line employees and short courses for executives.
- Work without internet connection on a phone, the employee can follow up their training and send the data advance when connection is available, as well to receive the new training plans.



PERFORMANCE EVALUATION

- Launch 360 degree survey and evaluation.
-
- Get reports on the employee's performance.
-

Evaluación Proceso de Ventas
Esta encuesta es una evaluación del desempeño de la vendedora en su proceso de venta de los cosméticos de Mary Kay.

Inicio
Requisitos pre-venta

Pregunta 1
¿Cuál es el nombre de la vendedora a evaluar?






Respuesta

Venta
Desarrollo del proceso de venta.

Pregunta 3
¿La vendedora tenía los cosméticos organizados de manera muy presentable al momento de mostrarlos al posible cliente?

Respuesta

No llevaba	Muy desordenado	Todo en bolsas diferentes	Al menos estaban limpios	Faltó organización en los labiales	Muy
0	1	2	3	4	
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	

   |  Yaresi Saavedra 

Encuesta Conformidades
Encuesta sobre la nueva plataforma y su manejo.

Seccion 1
Lee atentamente cada pregunta y contesta según tus opiniones.

Pregunta 1
¿Qué opinas de la nueva plataforma?

Respuesta
Me gusta mucho porque es una herramienta más sencilla, práctica y muy innovadora.

Pregunta 2
¿Has presentado dificultades con el manejo de la plataforma?


Respuesta
☐ Si
☒ No





ONLINE CONTENT

- Short Modules.
-
- Short Content for viewing up on a mobile device in their spare time
-




ONLINE EXAMS



 Guillermo Elizondo 

Administración



Impartido por
Profesor Administración

Te quedan **00 días, 00 horas, 14 minutos, 55 segundos** para terminar el examen.

Evaluación 1

Administración del tiempo

Instrucciones:
Lea atentamente y conteste lo que se indica.

Conceptos Básicos(100%)


1)
Para tener un mejor día productivo debemos de:

- ☒ Organizar nuestras actividades.
- ☐ Solo atender lo que más nos agrada.
- ☐ Dejar todo a la aventura y a ver que pasa.

2)
Indica 3 características del tiempo:

- ☐ Puede ser un enemigo o un aliado.

Colaboradores



Profesor
Administración
Profesor

UPE Merge
Coordinador(a)
Académico

1)
Para tener un mejor día productivo debemos de:

- ☒ Organizar nuestras actividades.
- ☐ Solo atender lo que más nos agrada.
- ☐ Dejar todo a la aventura y a ver que pasa.

2)
Indica 3 características del tiempo:

- ☒ Puede ser un enemigo o un aliado.
- ☐ Se va lento.
- ☒ No se puede detener
- ☒ No se puede comprar

3)
Dos componentes principales del cuadrante del tiempo es:

lo urgente y lo importante

Enviar

nos reservados.

FORUMS AND CASES



 | Administrador  



1. Métodos Numéricos



Impartido por:
Administrador ConalepNL

Menú

- Curso
- Noticias
- Miembros
- Información
- Módulos
- Métricas de Encuestas
- Foros
- Tareas
- Videoconferencia

Para este foro deberán escribir por lo menos 1 concepto referente a los temas vistos en el curso

Fecha inicio: 2018-07-30 00:00:00 - Fecha fin: 2018-08-07 23:59:00
Liga para foro: http://conalepnl.territorio.la/foro_pregunta.php?c=110811&idfp=2358807

Respuestas

Buscar Actualizar

**Alumno Uno**
2018-07-30 11:24:00

Un algoritmo son operaciones sistemáticas que permiten hacer un cálculo y hallar la solución de un tipo de problemas

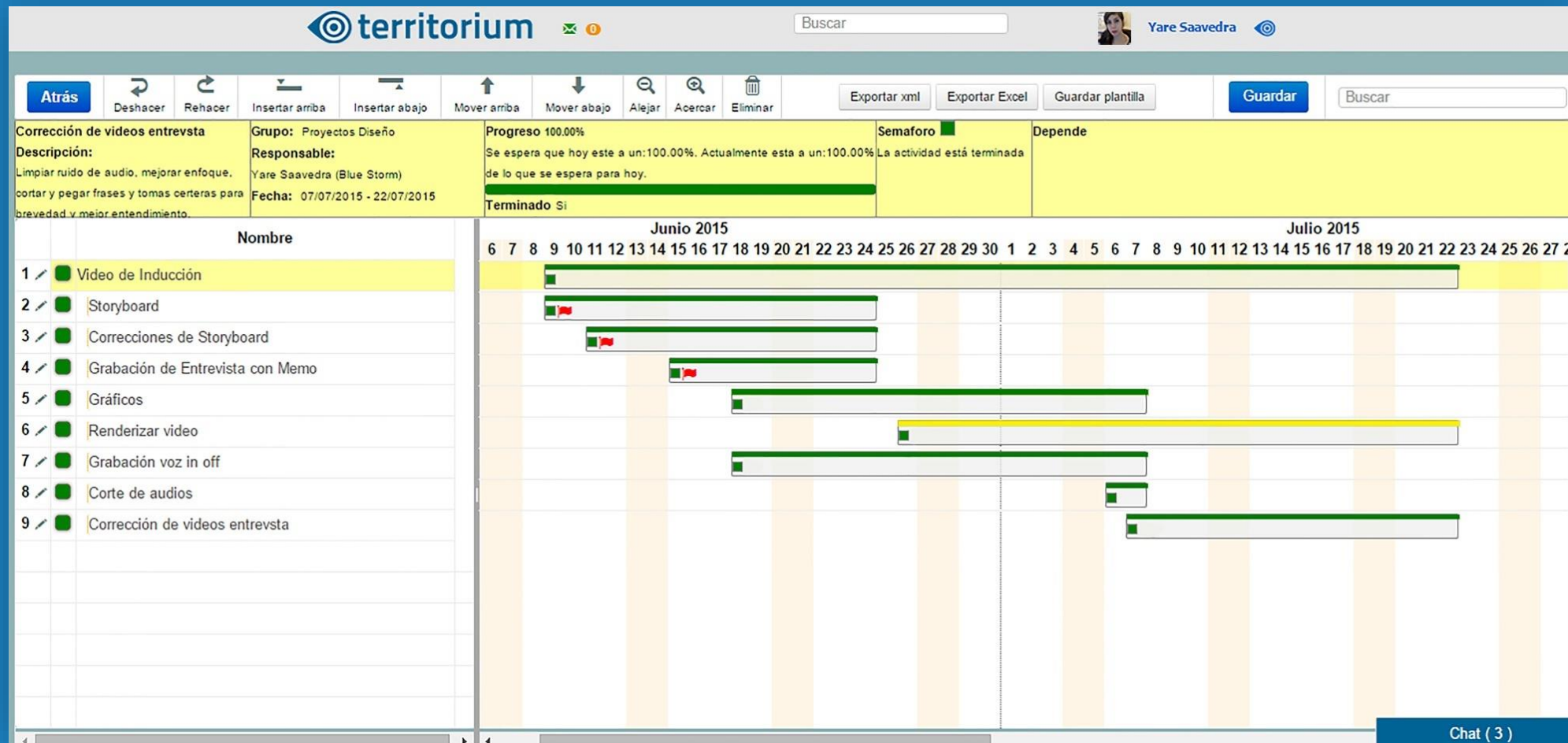
 1Ya no me gusta  0 Comentario(s)

**Alumno Dos**
2018-07-30 11:31:35

Interpolación lineal: Es el método más simple en uso, usado por los programas de generación de gráficas, donde se interpola con líneas rectas entre una serie de puntos

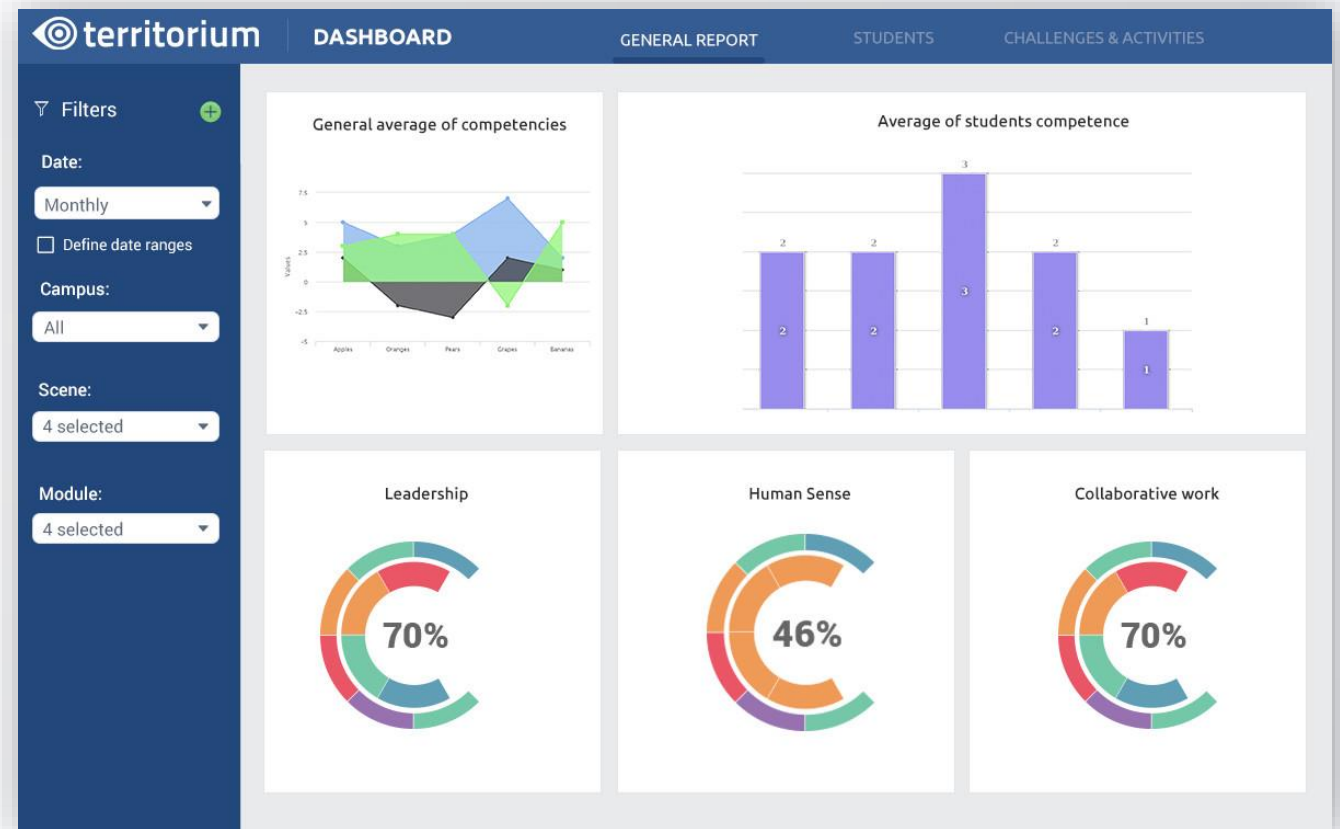
Chat (0)

PROJECTS IN COURSES



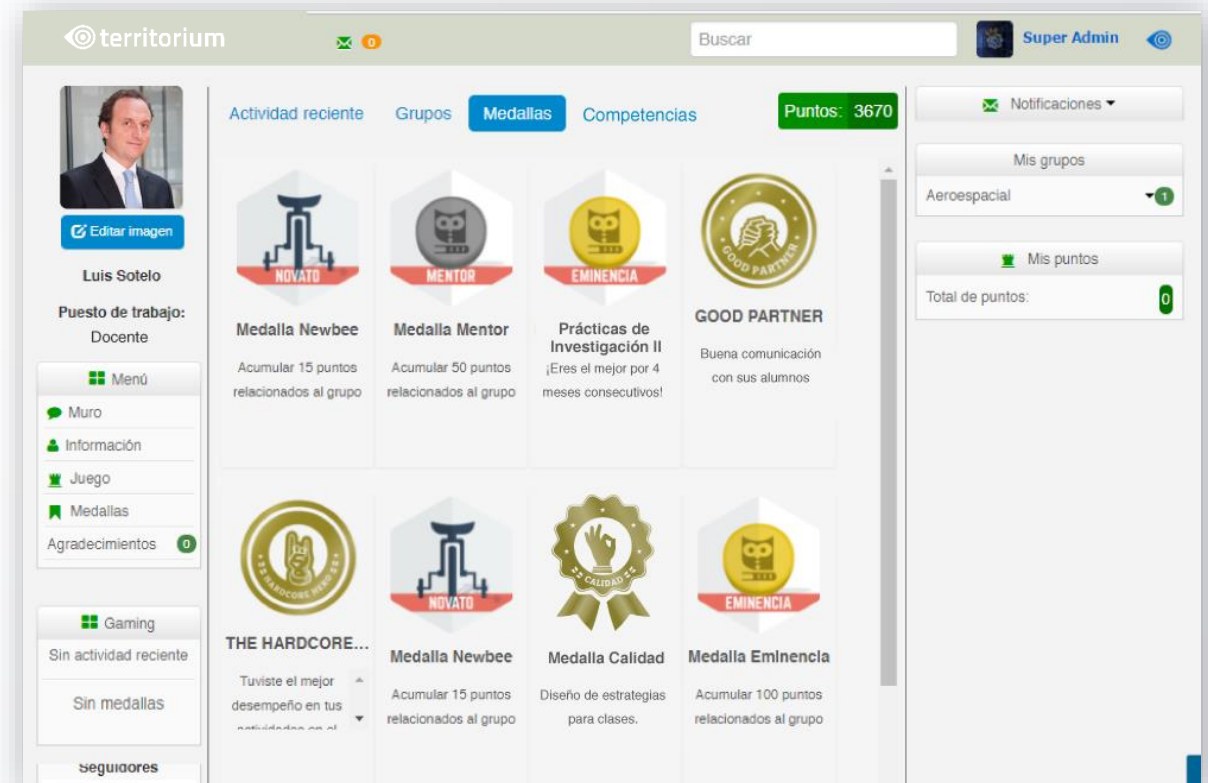
MANAGE YOUR TRAINING

- Conduct online evaluations and generates development agendas for each contributor.
- Manage an online education plan by collaborator or post.
- It Complies with the legal requirements for training and prints the formats requested by the Government.
- View a full dashboard of progress metrics in your company's training.




HERRAMIENTAS DE RECONOCIMIENTO Y CULTURA





- Gamification: El colaborador gana puntos y medallas según sus logros dentro de la compañía y son reconocidos de forma automática.
- Entrega de medallas entre colaboradores por valores dentro de la organización.




NEWS AND COMMUNICATION CENTER




[PERFIL](#) [MIS CURSOS](#) [MIS CALIFICACIONES](#) [CALENDARIO](#)

[Admin](#)    




Impartición de cursos de formación del capital humano de manera presencial y virtual

Ver más...



Selección de proyectos de desarrollo regional y social de los territorios de la información y comunicación

Ver más...



Manejo de procesadores de textos de cálculo digitales

Ver más...

15:26


19/4/2018


28°C


Cerrar Sesión


Buscar

Admin










TODOS

ARTÍCULOS INSTITUCIONALES


ARTÍCULOS DE INTERÉS



Presenta oferta educativa a la vanguardia

Ver más...

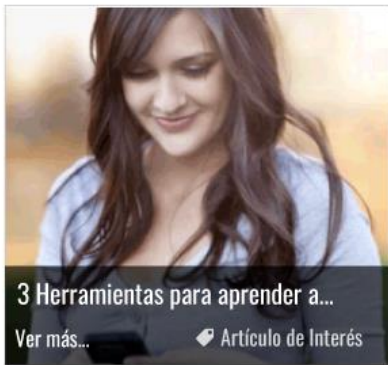
Artículo de Interés



Descarga el Plan Académico 2018

Ver más...


Artículo Institucional



3 Herramientas para aprender a...

Ver más...

Artículo de Interés




1er CONGRESO de Prácticas Docentes Innovadoras en Educación Básica de IBEROAMÉRICA Y EL CARIBE 2018

¡PARTICIPA EN EL PRIMER CONGRESO DE PRÁCTICAS DOCENTES!

Ver más...

Artículo Institucional




42 Periodo Ordinario de cursos: 19 de febrero de 2018 - 04 de junio de 2018

CALENDARIO DE ACTIVIDADES


Ver más...

Artículo de Interés




Hector Zertuche

Docente



Arisbeth Ramirez

01/02



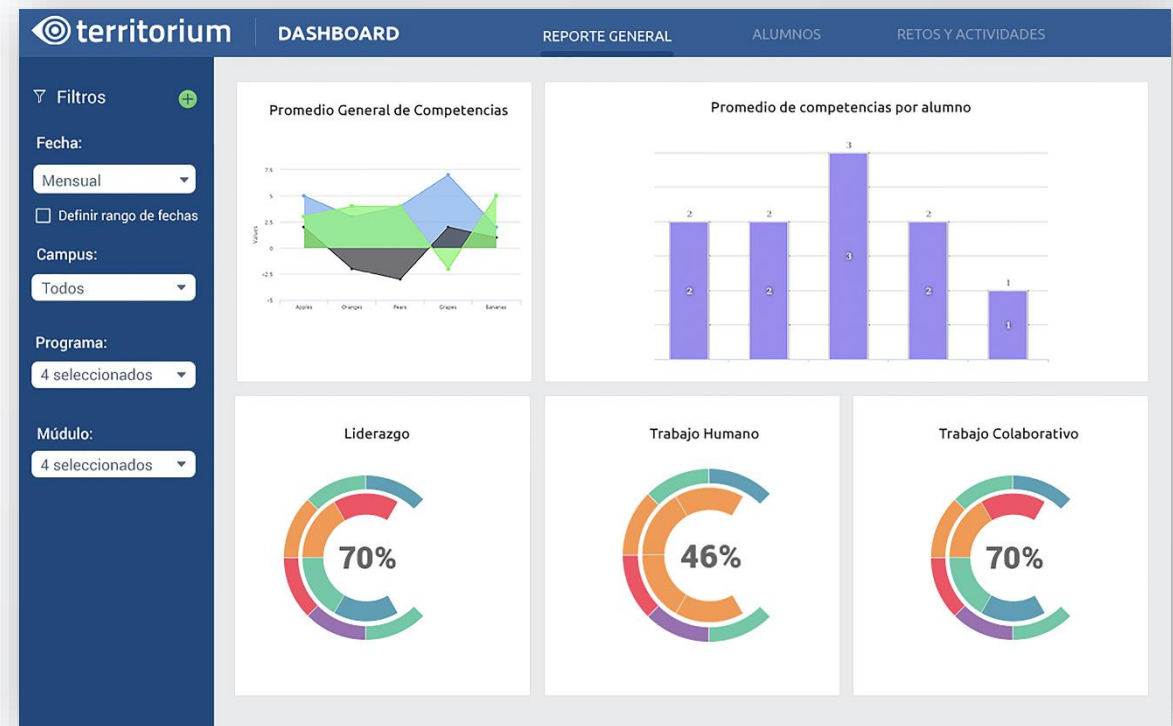
Mario Martinez

02/02

Chat

AUTOMATIC ALERTS AND MEASUREMENT

- Receive alerts when a collaborator is at risk of not reaching indicators.
- Tool to alert of collaborators with good performance at risk of leaving the company.
- Measurement and monitoring of training, performance and plans in a fully configurable dashboard.
-



THOUSANDS OF COURSES AND TITLES OF PRESTIGIOUS UNIVERSITIES FOR YOUR COLLABORATORS

- EDX Integration: Global platform from prestigious university courses.
- Set contents of these universities based on required curriculum.



Take great courses from the world's best universities

Find a Course & Start Learning



Massachusetts
Institute of
Technology



HARVARD
UNIVERSITY

FLEXIBILITY AND INTEROPERABILITY



IMS GLOBAL
Learning Consortium
Better Learning From Better Learning Technology

