

From Hype to High Performance: AI in Sales Training



Quantified

Agenda

1

The AI Landscape for Sales Training

Current tools and market overview

2

Things You Can Do Today

Practical applications for your team

3

Results from AI Role Play

Real-world impact and metrics

Why This Matters Now

Separating the Hope from the Hype

Voice Agents Market Map – B2B

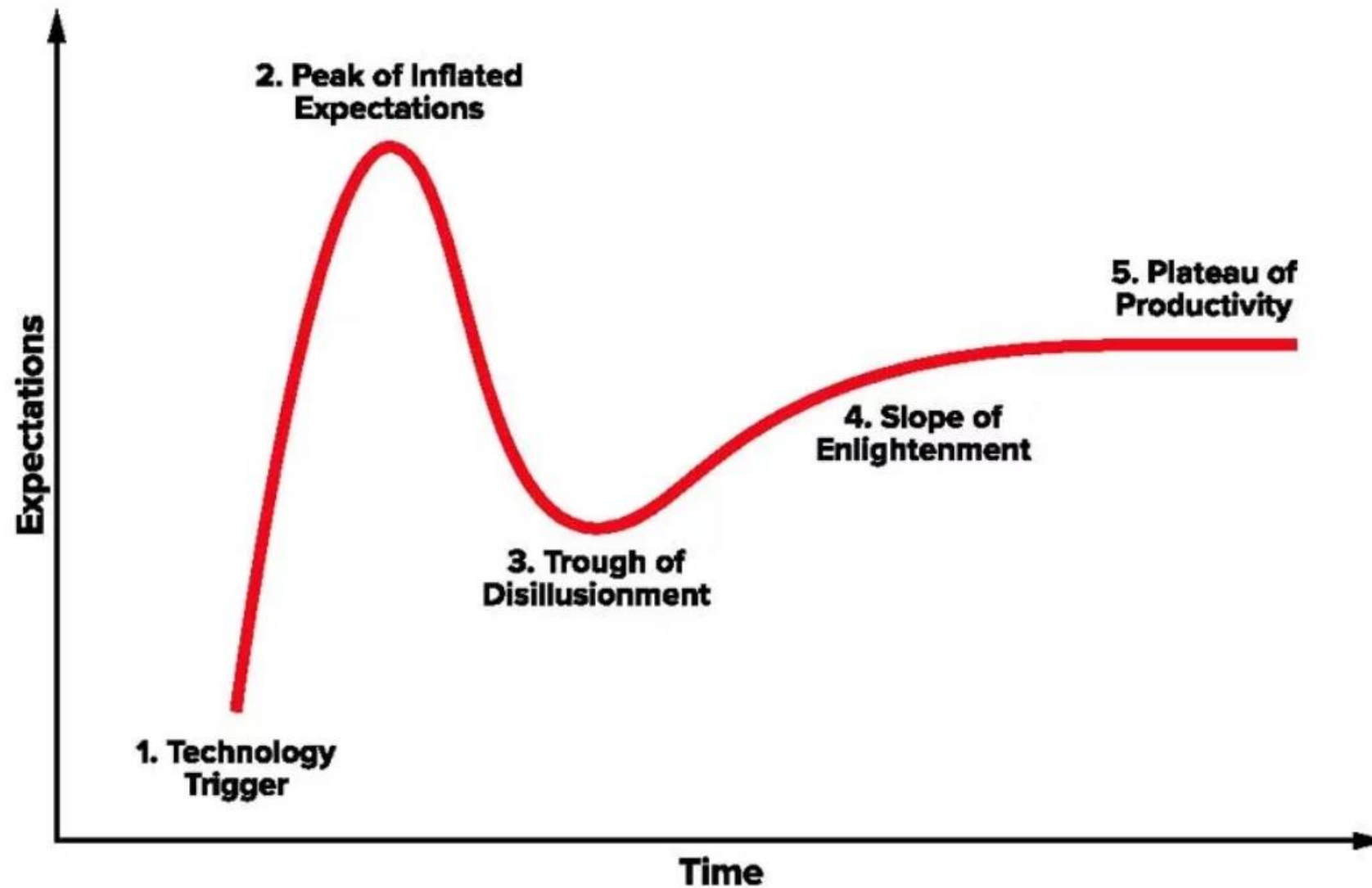


Some of the companies above are portfolio companies of a16z. A list of investments made by a16z is available at a16z.com/investment-list.

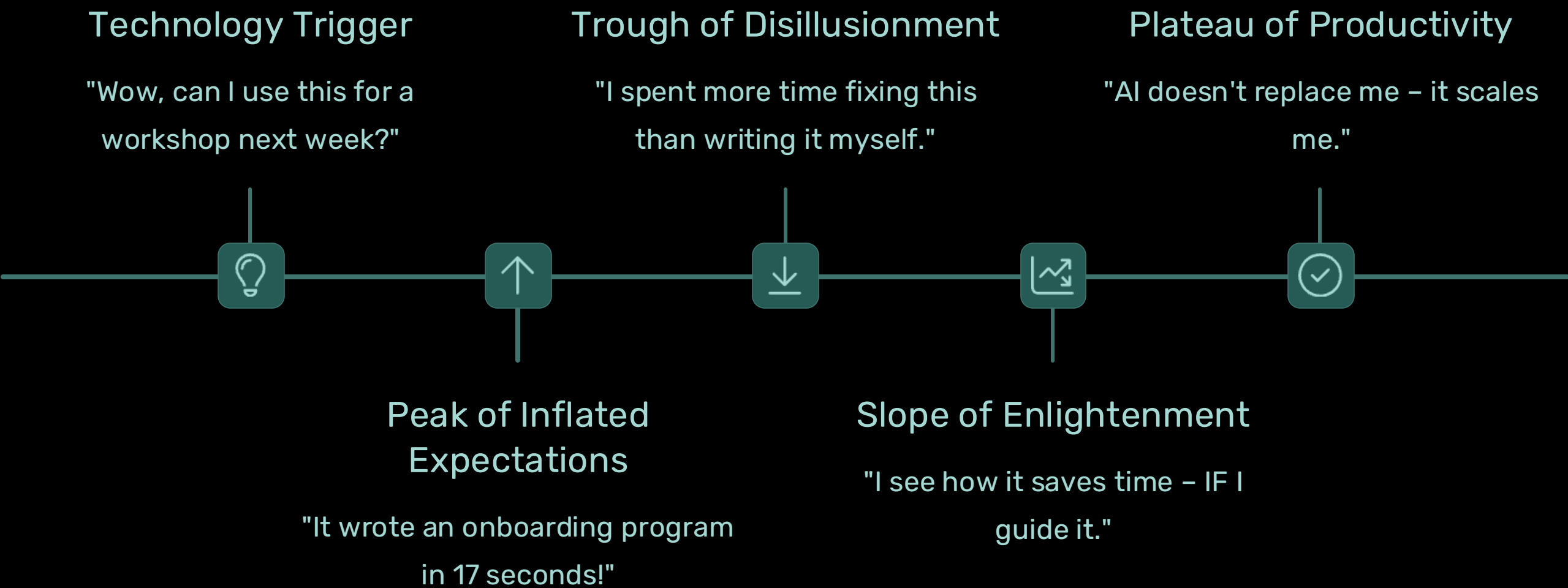
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The AI Hype Cycle: Where Are We Now?

Gartner Hype Cycle



The Personal Hype Cycle



Use Cases and Tools

Use Case	Tools
Personalized Learning Paths	Docebo Learn, Edcast, Century Tech
Adaptive Learning Systems	Area9 Rhapsode, Sana Labs
Intelligent Tutoring Systems	AutoTutor, Cognitive Tutor, MATHia
Content Creation	ChatGPT, Claude, Gamma, Napkin.ai
Virtual Coaching	Leon, Torch, ChatGPT, Pi
Predictive Learning Analytics	Degreed Intelligence, Learning Pool Stream, Sana Labs
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ChatGPT and Others: Keeping Information Secure



Use temporary chats when needed

Clear history regularly



Disable "Improve the model"

Prevent data sharing



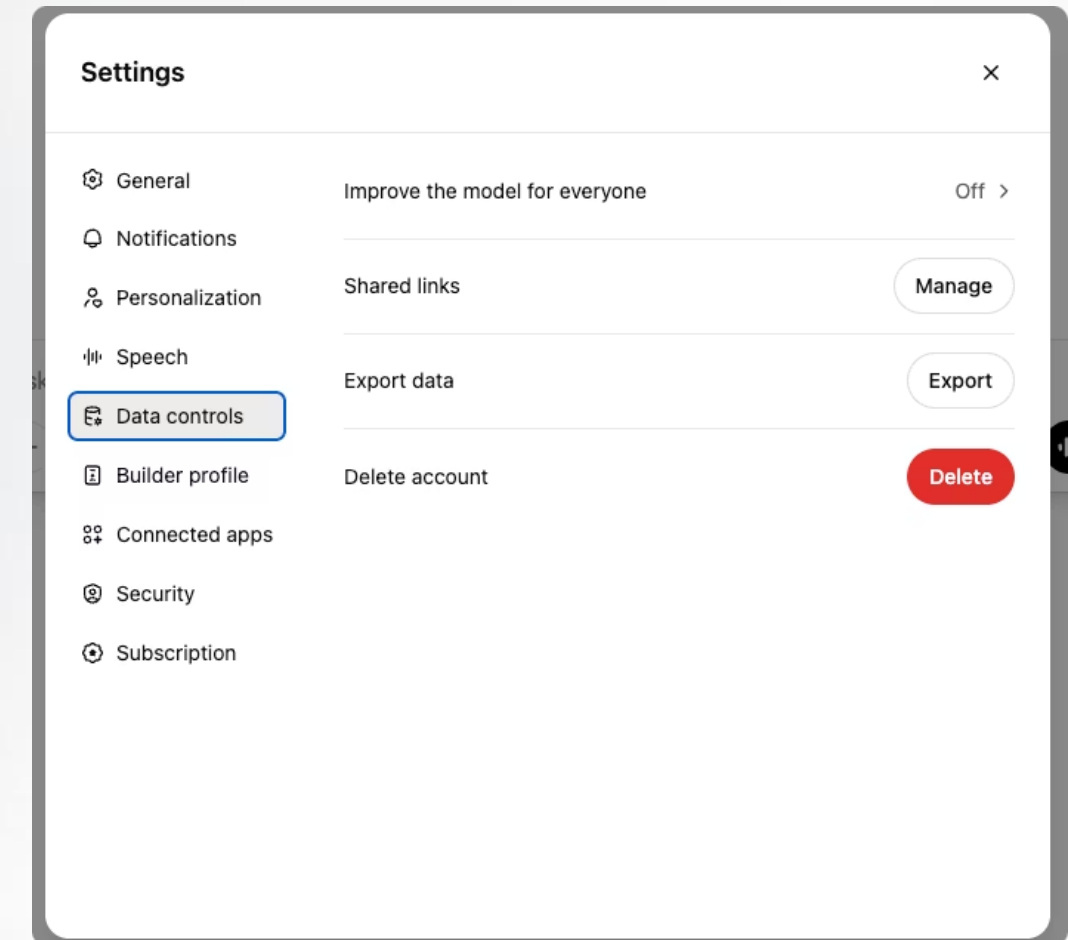
Set custom instructions

Define boundaries upfront



Consider enterprise solutions

Better data protection



Resources

Blogs & Newsletters

- One Useful Thing – Ethan Mollick
- The Algorithm – MIT Technology Review

Books

- Co-Intelligence: Living and Working with AI
- The Coming Wave – Mustafa Suleyman

Podcasts

- Beyond the Prompt – Jeremy Utley
- Your Undivided Attention
- Behind the Training – Quantified

So Many AI Use Cases...Why Role Play?



AI Role Play Impact

6x

More Practice

Unlimited AI role play sessions

2x

Training Capacity

Novartis case study

42%

Reduced Ramp Time

Faster time to productivity

57%

Sales Improvement

Measurable revenue impact



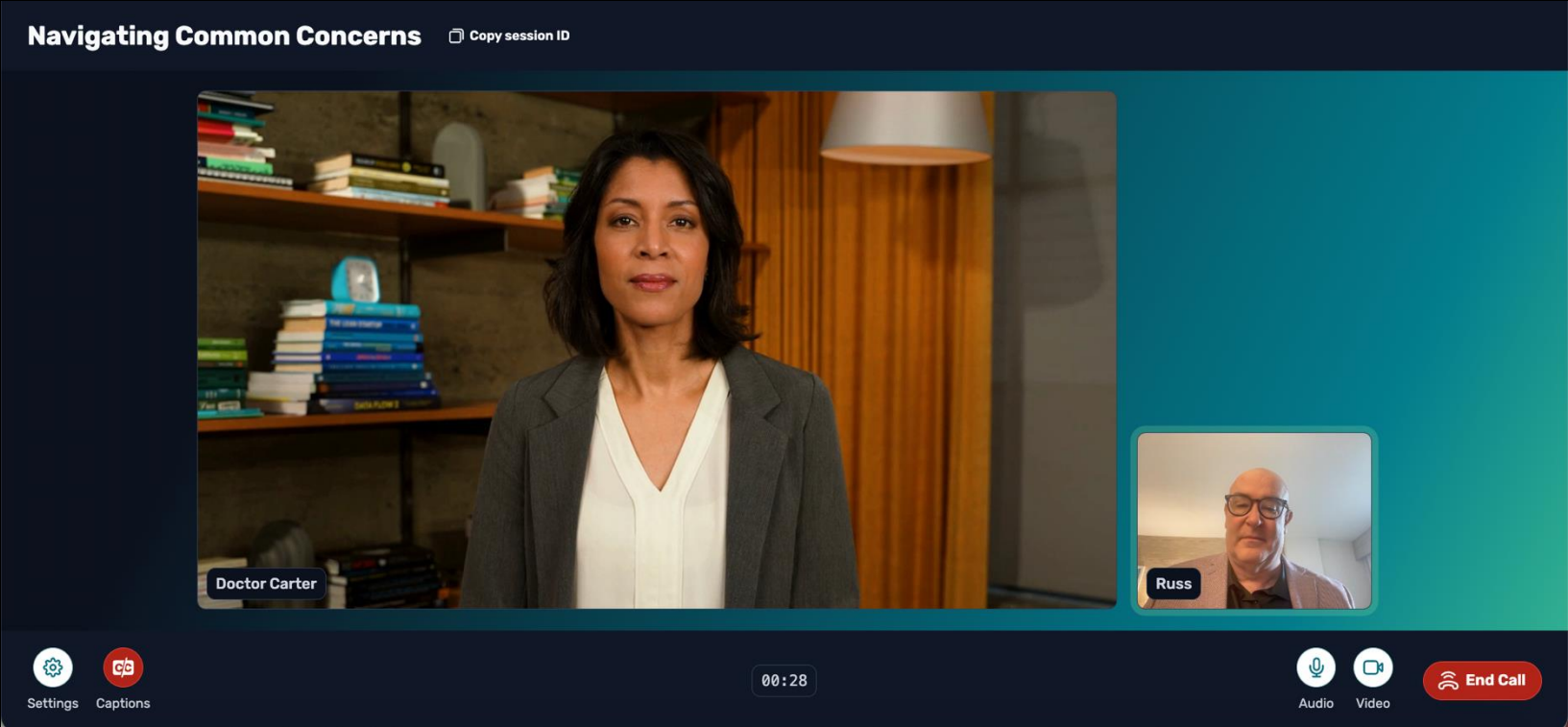
AI Role Play Case Studies



Quantified – The Most Realistic AI Role Play

Booth 2414

Talk to a digital persona



Enter to win!



Thank You!

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