From Hype to High Performance:

Al in Sales Training





Made with **GAMMA**

Agenda

1

The Al Landscape for Sales Training

Current tools and market overview

2

Things You Can Do Today

Practical applications for your team

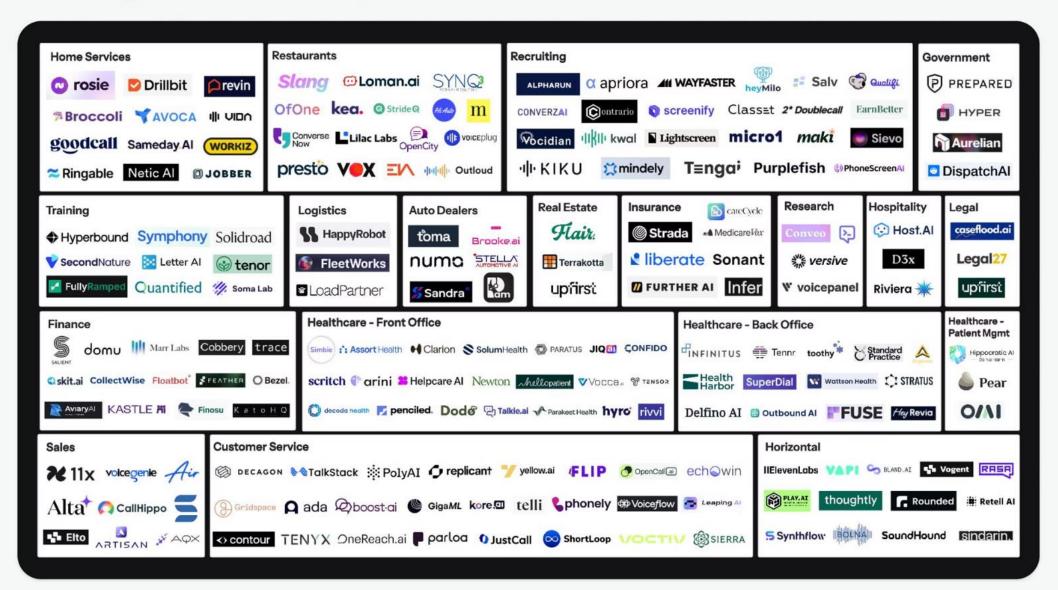
Results from Al Role Play

Real-world impact and metrics

Why This Matters Now

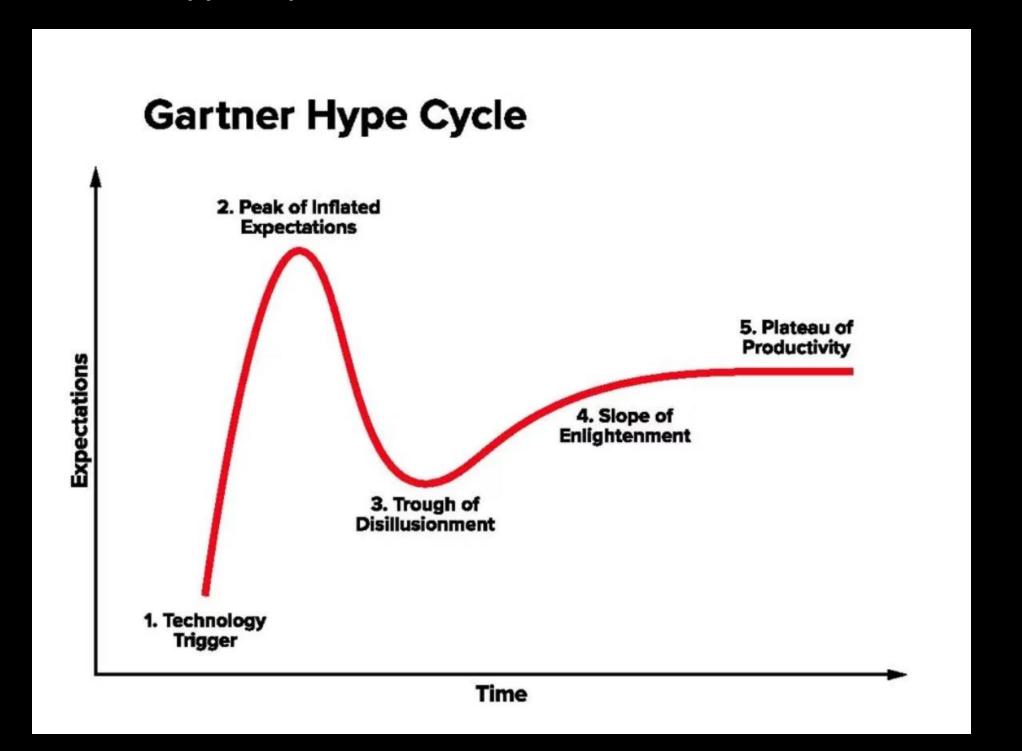
Separating the Hope from the Hype

Voice Agents Market Map – B2B



129/354

The Al Hype Cycle: Where Are We Now?



The Personal Hype Cycle

Technology Trigger

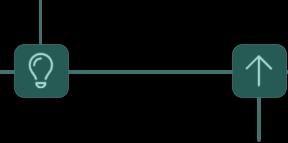
"Wow, can I use this for a workshop next week?"

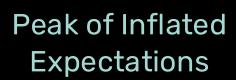
Trough of Disillusionment

"I spent more time fixing this than writing it myself."

Plateau of Productivity

"Al doesn't replace me – it scales me."





"It wrote an onboarding program in 17 seconds!"



Slope of Enlightenment

"I see how it saves time – IF I guide it."

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
Al Role Play	Quantified

Quantified

ChatGPT and Others: Keeping Information Secure



Use temporary chats when needed

Clear history regularly



Disable "Improve the model"

Prevent data sharing



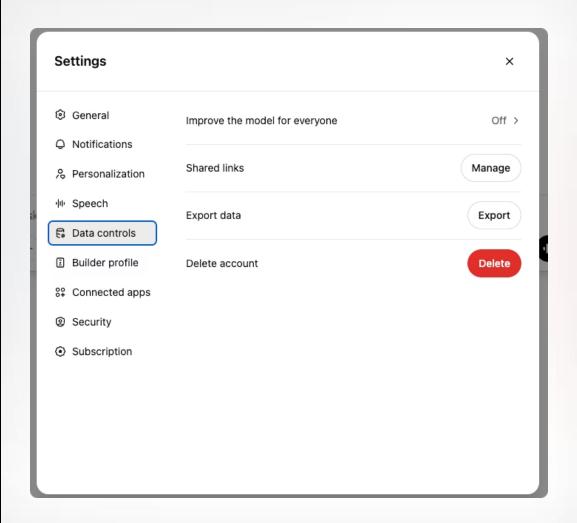
Set custom instructions

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 Al
- The Coming Wave Mustafa Suleyman

Podcasts

- Beyond the Prompt JeremyUtley
- Your Undivided Attention
- Behind the Training Quantified

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



Al 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



Al Role Play Case Studies

Industry

Medical

Number of Employees

75,883

Solution

Al Sales Simulator and Coaching

Headline Stats:

59%
Sales Training
Efficiency
Increase

95% First-Time 150+ Sales Specialists Onboarded

Quantified - Novartis Case Study

Industry

Technology

Number of Employees

150,000+

Solution

Al Sales Simulator and Coaching

Headline Stats:

24%

improvement in rep selling capabilities **19%**

nprovement win rates 26%

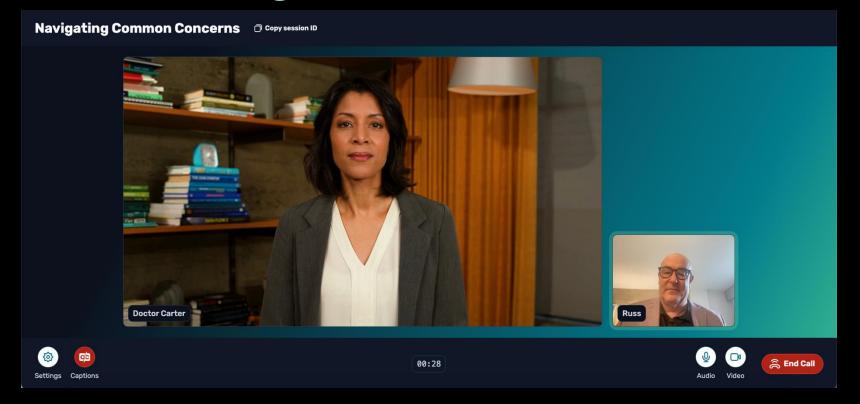
improvement in deal velocity

Quantified - Global Tech Case Study

Quantified - The Most Realistic Al Role Play

Booth 2414

Talk to a digital persona



Enter to win!



Thank You!

russ@quantified.ai

linkedin.co/in/russsomers

quantified.ai

Quantified Booth 2414

