

# Self-Paced Simulations

Your field sales and medical affairs teams undoubtedly have access to approved scientific and product training. What's often missing is 24/7 access to a safe environment to practice communicating their knowledge with HCPs and a way for managers to evaluate performance.

Red Nucleus's self-paced simulation product provides your teams with an efficient way to practice their approach to engagement with HCPs, identify skill gaps, and deliver personalized coaching based on individual needs.



The types and complexity of scenarios that can be simulated are virtually unlimited and can be updated rapidly.

## Self-Paced Simulation Feature Summary

- Safe practice environment
- Performance metrics that can be used to deliver personalized coaching
- Data to demonstrate training ROI
- Rapid development and deployment of new simulations
- Fast updates to your existing simulation library to accommodate changes in the marketplace and/or your business objectives
- Video, audio, or still photo format for respondents
- Use across multiple functions, in multiple contexts, eg,
  - HCP/sales representative interactions
  - KOL/MSL interactions
  - District manager/sales representative coaching
  - Change management conversations



## The Insights Center in the Red Nucleus self-paced simulation product allows you to make the most of your investment by leveraging data to:

- View regional, district, and individual level performance
- Target attention and effort to identified gaps to maximize impact at individual and group levels
- Demonstrate results aligned to your business objectives

Similar overall performance

Breakdown of scores between sections provides granular detail to identify areas for improvement in an overall “good” performance

Red Nucleus

Oncology Customer Call Simulation > Insights Center

Return to Sim

Select a score below to get more details.

How scores are calculated

Simulation Section

Adriana Radnor, MD

Naive class customer

User Name	Overall Score	Customer Type	Opening Probe	NCCN Message	Efficacy Message	Handle Question	Safety Message	Close
Sarah Stevens	83.0%	0	3	5	5	0	5	3
Amir Patil	85.5%	5	5	3	0	5	5	5

## Put the power of simulations in your team's hands to:

- Capture performance results
- Analyze results to determine developmental opportunities
- Create personalized coaching and learning plans based on results/data
- Share results with key stakeholders to demonstrate value of training



We are a global strategic partner with decades of experience across the entire life sciences product life cycle. We excel in providing our clients unique insights and efficiencies to support their journey to improve health outcomes and ultimately the quality of people's lives. Our “red thread” weaves together a full suite of products and services from advisory, scientific, market access, medical communications, and learning and development that leads our life sciences clients to accelerated transformational success.

To learn more about Red Nucleus's simulations product, visit us at [rednucleus.com/contact-us](https://rednucleus.com/contact-us)