

**BNP PARIBAS**

## Case Study

### Company Overview

As a top-tier European and international banking establishment, the BNP Paribas Group assists all of its customers – individuals, associations, entrepreneurs, SMEs, large corporations, and institutions – in bringing their projects to a successful conclusion, through to financing, investment, savings, and protection solutions. Today, with 184,000 employees across 64 locations worldwide, the Group supports the professional development of its employees by helping them to strengthen their skills and acquire new ones with complete trainings and e-learning courses.

### Challenges

In a more regulated, demanding and changing world, we wanted to ensure our teams had the best e-learning platform available to overcome current and future market challenges.

After an extensive RFP process, including reviewing six potential suppliers and their courses, BNP Paribas chose to partner with Skill Dynamics.

"At BNP Paribas we take our employees development with considerable attention. We wanted to ensure our procurement teams were able to manage the market exigencies, by both improving our organization and our employees' expertise. Skill Dynamics was the perfect partner to help us achieve our goal, and it was a delight to work with the whole team."

**Elva Kumar, Project Manager at BNP Paribas.**

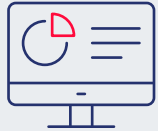


# Combined Results



## Solution

BNP Paribas' Procurement function chose Skill Dynamics as their preferred partner for multiple reasons including:



User experience of our Learning Management System (LMS).



The course material itself, and how it can be adapted to suit different skill levels of employees.



The high volume of course output.



How the course material is consistently updated to reflect the current market.

We chose to have predefined learning paths split into four levels: Junior, Beginner, Intermediate and Expert. Each learner has been assigned with a learning plan based upon their selected role and has been able to continue to select further courses from Skill Dynamics' procurement catalogue to help them improve their skills. Once their plan is complete, they will receive a world class certificate from the IFPSM (The International Federation of Purchasing and Supply Management). More than 360 learners registered for the training sessions.

More than 360  
learners registered

## Results

The fast onboarding has allowed BNP Paribas' learners to dive right in and achieve some remarkable results within their first month.

**84%**

Of respondents liked the eLearning.

**81%**

Rated the content as "good" or "very good".

**74%**

Liked the course ("liked it very much or "much").

**78%**

Would recommend the courses to a colleague.

BNP Paribas and Skill Dynamics also worked together to set up a data export allowing the bank to upload its procurement learners' progression on its internal learning platform which holds the information for all employees, allowing them to monitor learners' progression in live with other teams.