

Medium Enterprise Telecommunications Equipment Company

Introduction

This case study of a medium enterprise telecommunications equipment company is based on an August 2020 survey of Pragmatic Institute customers by TechValidate, a 3rd-party research service. The profiled company asked to have their name blinded to protect their confidentiality.



" Looking forward to implementing these new principles within our company. "

Challenges

The business challenges that led the profiled company to evaluate and ultimately select Pragmatic Institute:

- Took training courses with Pragmatic Institute for the following reasons:
 - Asked to attend by my employer
- Experienced the following challenges with the corresponding frequency:

Use Case

The key features and functionalities of Pragmatic Institute that the surveyed company uses:

- Employees have taken training classes in the following areas:
 - Foundations
 - Focus
 - Build
 - Market
 - Launch
 - Price
 - Executive Briefing
 - Action Planning Workshop
- Had the following groups attend the Pragmatic Institute training:
 - Immediate team

Results

The surveyed company achieved the following results with Pragmatic Institute:

- Has been able to realize the following benefits by taking the courses:
- Estimates their level of improvement to be as follows for each of the corresponding areas since taking Pragmatic Institute training:

Company Profile

The company featured in this case study asked to have its name publicly blinded because publicly endorsing vendors is against their policies.

TechValidate stands behind the authenticity of this data.

Company Size:
Medium Enterprise

Industry:
Telecommunications Equipment

About Pragmatic Institute

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