



# Qualification Factsheet

## The Lumina Community

The Lumina community of Practitioners are experts in their field. Joining this community will provide you with the support needed to design and deliver stunning, customised interventions, using the world class four colour Lumina Portraits and an environment where core knowledge is accessible at the click of a button. This is a very effective group of professionals who can design large scale, themed, learning interventions for your clients for both face-to-face and virtual delivery.

## Qualification Overview

As a Practitioner, the Lumina Sales Qualification puts the full range of Lumina's inspirational and practical resources into your hands. This includes a portfolio of integrated Lumina Portraits for different application areas, supported by workbooks, job aids, PowerPoint presentations and e-learning as resources. Together, they collectively form Lumina's carefully distilled knowledge of industry best practice.

Combining this best practice with your knowledge of your clients' unique requirements results in learning design executed with a humanistic slant. Our Lumina Sales Qualification is available in a blended format ranging from fully virtual to fully face-to-face and everything in between. We ensure the learning journey allows ample opportunity for practical experience, so that at the end of the qualification the Practitioner is 'airborne' and ready to put their new found resources into action.

## Qualification Questions

- Q** " How do I become a Lumina Practitioner - qualified in state of the art learning and assessment resources? "
- Q** " How do I become licensed to design and deliver Lumina programmes, using the full range of Portraits, PPTs, workbooks and electronic resources? "
- Q** " How can I profitably roll out Lumina programmes across my client organisation? "



# Example Overview of Lumina Sales Blended Virtual Qualification



The Lumina Sales Qualification is available in a variety of different blended formats

## Qualification Objectives

**At the end of the Qualification all Practitioners will:**

### Experience

a transformational Lumina Sales workshop  
significant personal and professional development in a safe environment

### Understand

the theory and validity of the Lumina Sales framework  
how to personalise and use 'My Lumina Online'  
the range of all Portraits and resources available to you as a Practitioner

### Grow

your professional capability and confidence to deliver Lumina Sales interventions

### Build

an action plan for practical implementation of Lumina Sales into your practice