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**FOCUS
FORWARD**

Welcome and Thanks for Attending

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The Maze Runner: Training Edition

Escape Room Learning

Can you solve the pictograph?



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The Maze Runner: Training Edition

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Advancing Global Life Sciences Learning | **#LTEN2023**

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The Maze Runner: Training Edition |

Escape Room Learning

Learning Objectives



Training professionals will be able to describe the process of creating a gamified escape room workshop with step-by-step instructions.



Training professionals will be able to design an escape room by mapping out activities and ideas for their product or topic.



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Escape Room Learning

Learning Outcomes



Training professionals will use a step-by-step process to create an escape room workshop for their organization to gamify learning in an engaging way.



Training professionals will brainstorm 3 topics to create an escape room workshop.

Case Study

CHALLENGE

Sales Leadership asked for a new workshop, but again asked for the same role play type workshop.

We asked, how can we make this more engaging!?

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Case Study



Influencing Sales Leadership to try something new



What skills or behaviors do we need to master?



Ensuring we can measure impact and not create just a “fun activity”



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Case Study

Learners

30 Hospital Sales Specialists participated

Business Need

Clinical paper review and new selling messages incorporated

Length

1.5 hours total

Learning Outcome

Hospital Sales Specialist would communicate new messaging effectively, and a deeper understanding of our clinical data.



Building an Escape Room

STEP 1:

Start with
the end of
mind

What are
your
learning
objectives?

STEP 2:

Create a
narrative/
story for the
Escape
Room

Why escape?

STEP 3:

Build
activities &
connect
them

(Hint: we
attended an
actual escape
room for ideas!)

STEP 4:

Implement
the escape
room MORE
THAN ONCE
with sample
learners

STEP 5:

Run the
Escape
Room and
Evaluate.

STEP 6:

Measure
learning

Final Word: **COLLABORATE COLLABORATE COLLABORATE!**

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Materials



The Kit



Set Up



Leader's Guide

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Implementation



Set the Stage



Collaboration



Role Play

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Brainstorm



Work at your tables to brainstorm escape room topics and learning outcomes for your sales team or your organization's participants

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Can you escape the Maze?

Setting the Stage

20 MIN

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Brainstorm



Now that you have completed an escape room, look back at your previous brainstorming ideas, what could you adjust or add?

Activities

Puzzles

- [Blacklight Decoder](#)
- [Secret Potion](#)
- [Abacus Decoder](#)
- [Popsicle Clinical Paper Ordering](#)
- [Microsoft Forms/Google Forms Quiz/Articulate 360](#)
- [Ribbon Wrap Decoder](#)
- [Role Play](#)

Materials We Used

- Bubbles
- Bubble Machine
- Lockboxes/Locks
- USB
- Invisible Ink Pen
- Blacklight Flashlight
- Other Sales Role's Headshots
- Master Sales Aids
- Pictographs
- Envelopes
- Clinical Study Quiz
- HEV Quiz
- Objection Handler
- Popsicle Sticks
- "Pyxis" (Small wood boxes)(Baking Soda, Vinegar, Vials, Box, Labels)
- Abacus'
- Clinical Studies
- Ribbon

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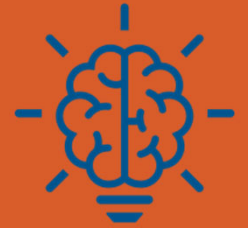
Escape Room Learning

Measure It! Then Coach to it!



Ways We Measured:

- Engagement & Experience
- Confidence surveys
- Coaching guides provided to managers
- Competency rubric coaching scores over time linked to workshop learning objectives



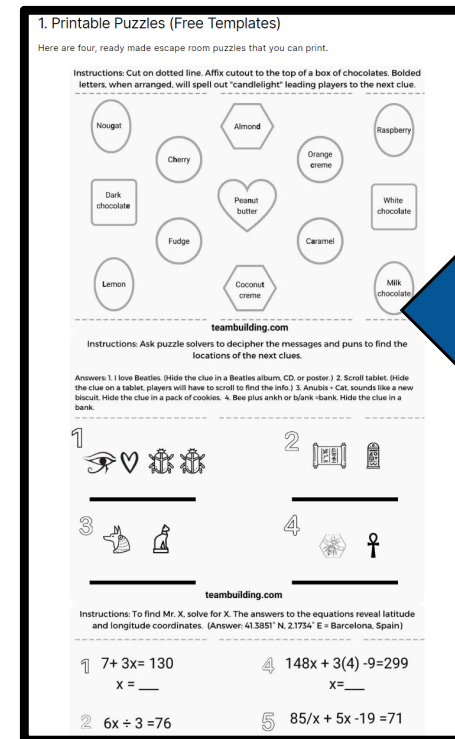
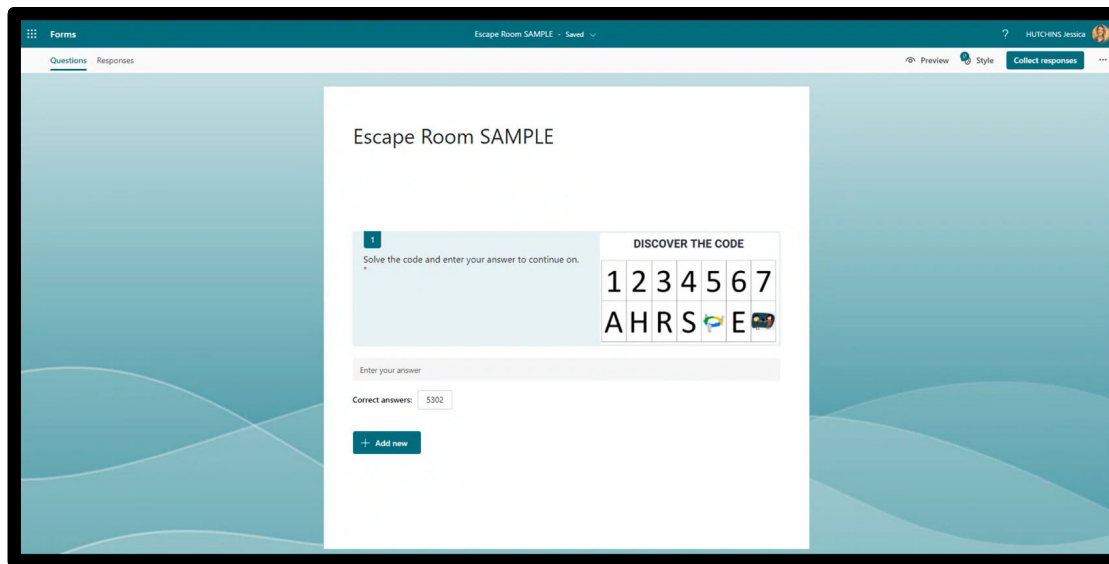
How might you measure something like this?

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Virtual Escape Room



You can combine puzzles and have one pager escape rooms.

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Escape Room Learning

Large Group Escape Room

Learners

100 sales representatives globally

Business Need

Navigate a new selling resource

Length

1.5 hours total

Learning Outcome

Verbalize accurately content from the resources with appropriate information and explain when to use appropriate sections



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Escape Room Learning

Large Group Escape Room

Set-up

6-7
People



15 Table
Groups

Part 1

- Series of puzzles
- Codes uncovered
- Tangible Practice

Part 2

- Role play practice

Stakeholder Buy-In

Potential Ideas

- Explain how the adult brain retains learning
- Run a pilot (collect data) and gain champions
- Prepare your follow-up coaching plan **BEFORE** you pitch the workshop so they can see how you will pull through learning (hint: end in mind)
- Prove the value, measure the **IMPACT**
- Share best practices from peers and gamification success stories

What are some ways you could get buy in with your key stakeholders?

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Bonus Benefits



Teambuilding



Reinforces messaging



Interpersonal/Soft Skills



Creative way to do Compliance Training

Tell Us How We Did

Take One Minute to Share Your Feedback

From the app:

1. Select this Workshop
2. Click on Survey to Complete

Every Workshop Survey you submit enters you into a daily drawing for **one of three \$25 Amazon gift cards!**



LTEN2023

A screenshot of a survey form titled "LTEN Annual Conference 2023". The form includes a home icon, a "Session Name" field, a question "How valuable did you find the information presented at this session?" with a rating scale from "Poor" to "Excellent" (represented by five stars), a question "What information in this session was most useful to you?" with a text input field, and a question "What would have made this session better?" with a text input field. A "Done" button is at the bottom, and a "Privacy Policy" link is in the bottom right corner.

LTEN Annual Conference 2023

Session Name

How valuable did you find the information presented at this session?

Poor Excellent

☆ ☆ ☆ ☆ ☆

What information in this session was most useful to you?

What would have made this session better?

Done

[Privacy Policy](#)

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References

[Escape Room Puzzle Ideas](#)

[Ditch that Textbook - Create Digital Escape Room](#)

[Escape Room Printable Puzzle Ideas](#)

[Breakout EDU Kit](#)

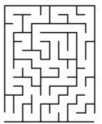


Appendix: Black Light Decoder**Materials**

Blacklight flashlights



Invisible Ink Pen

Activity to use
invisible ink on**Activity**

Before the escape room write your secret message on the activity sheet. Participants will need to use the flashlight to uncover your secret message. The message will connect them to another clue or puzzle. You can lay out the flashlight somewhere, hide it, or make it a reward to another puzzle. If you want to make the activity difficult make the participants figure out that they need to use the flashlight on the activity via trial and error of exploring the items around the room. If you want to assist them provide a riddle such as “illuminate the path” or provide hint opportunities that will be paid for in a penalty deduction of points at the end of the game.

Appendix: Secret Potion

Materials

Activity



Wooden box or other kind of box



Vials



Marker



Foam sheet [for cover]



Foam block



Lock



Chain



Dropper



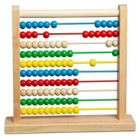
Baking Soda, Vinegar, Salt

Put the foam block in the box and cut out holes to put the vials in. Cover the vials with the foam square and cut out circles for the opening of the vials to show. Write random letters above each of the vial openings on the foam square. Place salt in the corresponding letters that are incorrect. Put baking soda in the vials of the letters you will use to decode the word. Place the dropper of vinegar in the room somewhere. Again, provide a hint to get them to use the vinegar to make it a bit easier or leave it out and let them explore to figure out how it works. The letters that are correct will bubble up out of the vial and they will know it is a letter that is part of the word. Once they have found all the vials and corresponding letters that bubble up they can use the scrambled letters to spell a word that will unlock the word lock. Lock the box for the activity by putting a chain around the box and putting a lock on the chain. They will complete another puzzle in order to gain access to this activity **[See picture for visual]**



Appendix: Abacus Decoder

Materials



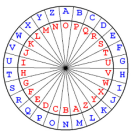
Abacus



Marker



Word Lock



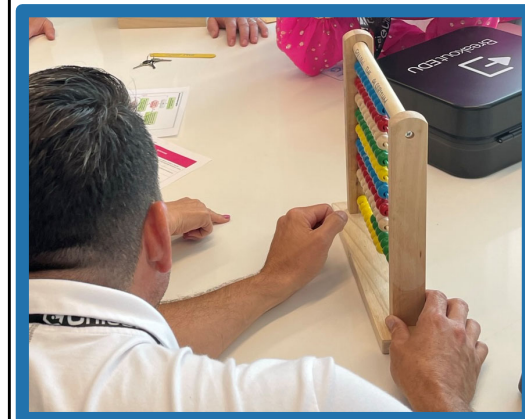
Cipher

Activity

On the table put an abacus with 10 rows of 10 beads. They will use the abacus and the algorithm that is available on the cipher to solve the code for the word lock.

Some of the beads on each row have letters (some letters are decoys). Along the side of the rows of beads are words or numbers depending on what you want to use that correspond with the algorithm cipher. The corresponding item on the cipher for the abacus should be counted over to the right. If the word on the cipher has a corresponding 4 listed next to it then they should count to the right 4 beads which will have a letter on it. When they have moved the beads over if they did them all correctly it should spell a word that will unlock the word lock for the next puzzle.

To make more challenging make them wait to get the cipher until they open another part of the another puzzle. Then they will have to figure out that it is for another puzzle later.



Appendix: Popsicle Clinical Paper Ordering

Materials



Popsicle Sticks



Marker



Clinical Papers
(optional)



Color Lock

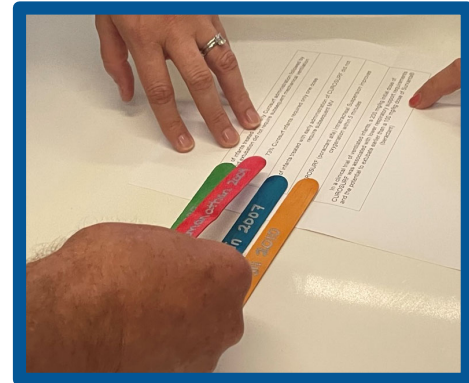


Clinical Study
Table

Activity

There will be popsicle sticks scattered throughout the room and in the components of other puzzles. Participants will have to connect that these are important by gathering them together as they complete the Escape Room. They will put them in the correct order according to the clinical studies and the data on the clinical study table page. Once they are in the correct order they will see the order of the colors based on the table and be able to put the color order in the color lock.

Each study used will have a fact from that study on the table. They will need to lay the corresponding labeled stick with the study's name on it on top of the fact. This will give them the order of the color code. You can make this easier or harder by allowing them to use the clinical papers or request them individually as a hint penalty.



Appendix: Google Forms/Microsoft Forms/Articulate or Rise 360 Quiz

Materials



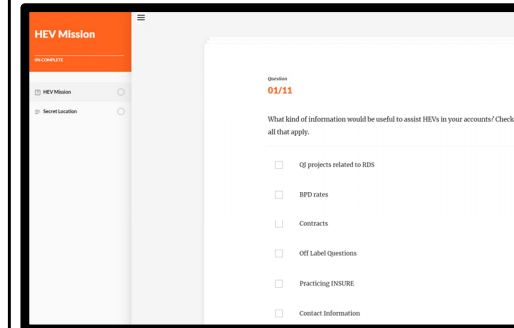
Microsoft/Google Forms/Articulate360



USB

Activity

You can use a USB with a quiz loaded on it locked in one puzzle or a USB with a link on a word document or PPT to an online Google Forms/Microsoft Forms/Articulate 360 Course. Once they finish the quiz it can give them another code in the completion note. **[We used this as the last step to winning our escape room].**



Appendix: Ribbon Decoder

Materials



Ribbon



Tube of some kind



Marker

Activity

A ribbon with words on it will be laying around the escape room or they will unlock it with another puzzle. At some point they will see a tube in the room or unlock one as well. They will need to match the Velcro on the tube to the Velcro on the ribbon and wrap the ribbon around the tube. The ribbon will spell out a clue or code.

Appendix: Role Play**Materials**

Actors

Activity

You can incorporate role play into your escape room by having participants “visit” with people playing “customers”. If the role play goes well then, they can be given a clue from the customer and move on to another puzzle.

