

## Training Center Sales

### 2021 Offerings

#### Web-Based-Training:

- Three module training plus assessments<sup>1</sup> on
  - Product Fundamentals
  - Application & Installation
  - Electrical Engineering

#### Instructor-Lead-Training:

- Basic Sales Training
  - Focus on TCG Products and Solutions
  - Mannheim Engine and Generating Sets Features
  - USPs, Competition Overview
  - Power Plant Engineering, Layout for Mannheim Products, Components, Documentation
  - Electrical Engineering, Control Systems TEM and TPEM, Switchgear, Operation Modes
  - Life Cycle Cost and Value Proposition
  - Mannheim Plant Tour
- Advanced Sales Workshop
  - Focus on Sales Best Practices
  - Mannheim Product Design Principles
  - Competition Overview
  - Sales Techniques, Sales Models, Case Studies

For dates, registrations and any requests please contact us as stated below.

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<sup>1</sup> Mandatory technical qualification for AISTO XT users