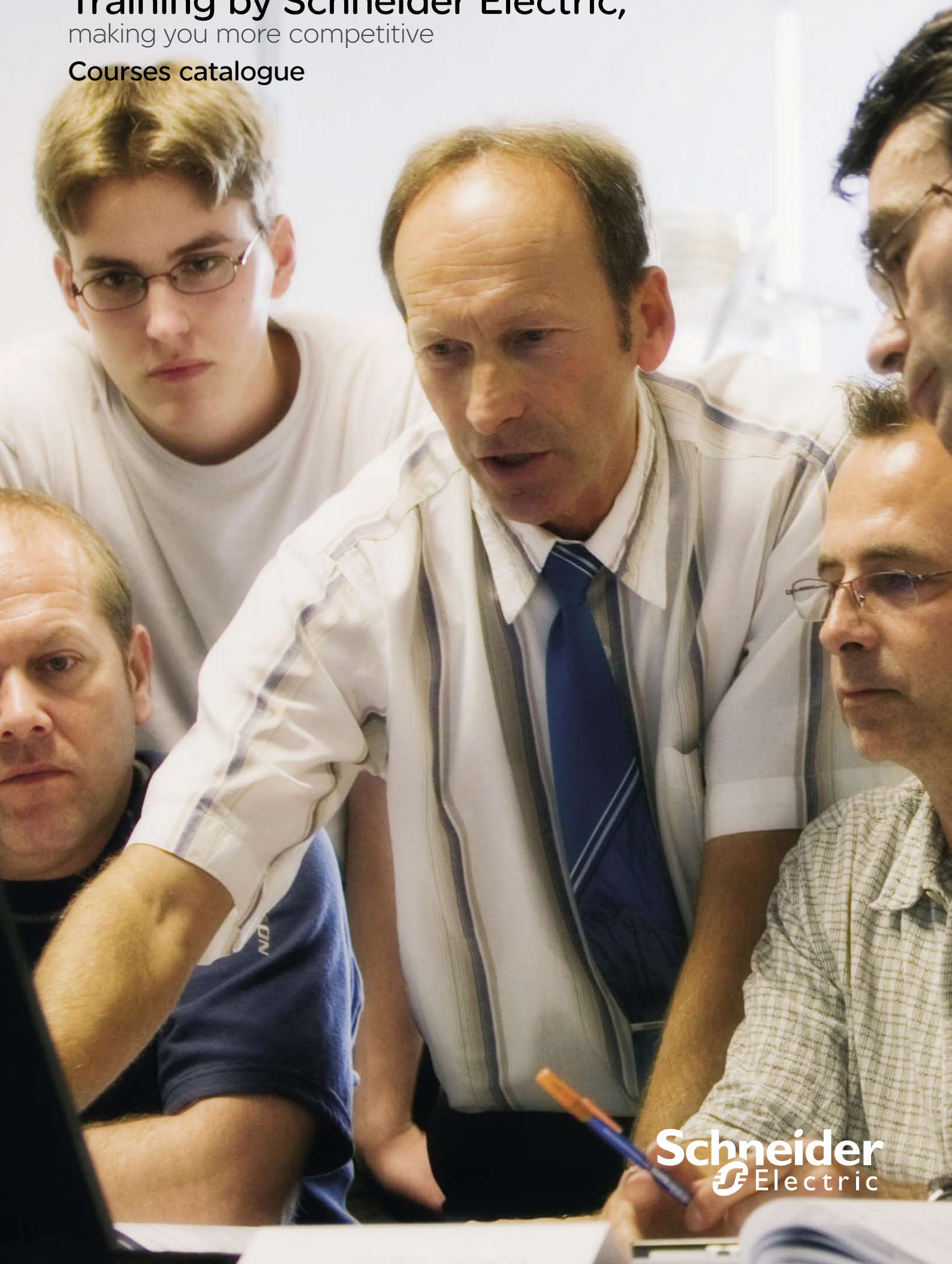


Training by Schneider Electric, making you more competitive

Courses catalogue



Schneider
Electric

Training by Schneider Electric,

making you more competitive

Training courses focused on your needs

- Solve specific technical problems
- Bring your new staff up to speed
- Optimise your equipment maintenance
- Acquire skills for the modernisation of your installations
- Optimise the management of your teams
- Reduce your energy bill

...What about your needs ?

Courses for all your technical and business issues

Training on

- Schneider Electric **Products**
- Schneider Electric **Solutions**
- your day-to-day **Business issues**



Training Solutions throughout your installation lifecycle

Dedicated training teams close to you



Edito

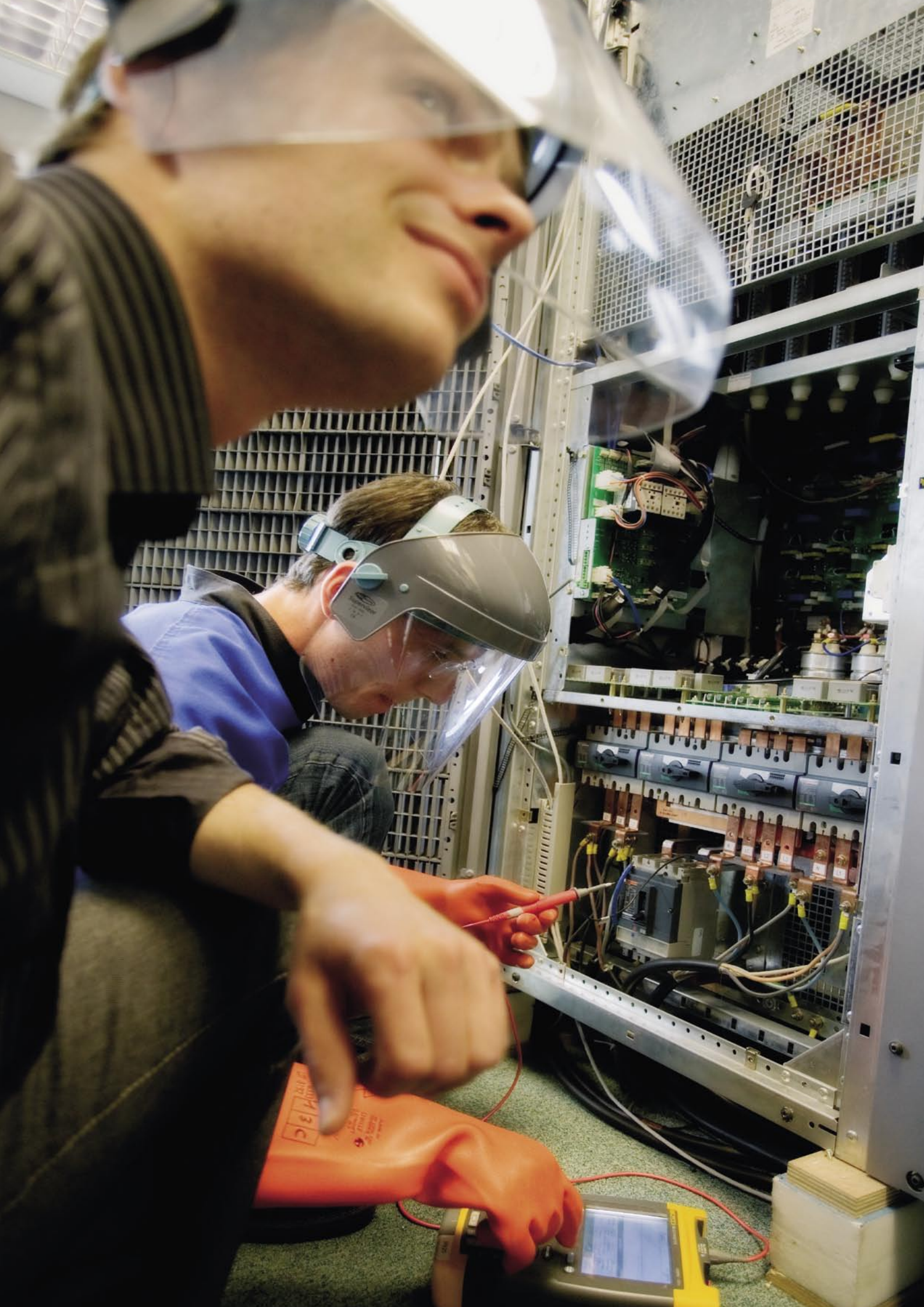
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Country Manager





Choosing your **best training paths** according to

- Your job (end-users, OEM, reseller, contractors...)
 - Your business (Automation, Power...)
 - Customised courses
-

Training on Schneider Electric **Products**

- Sepam protection relays
 - Unity Prosoftware
 - Citect HMI/SCADA configuration
 -
 -
 -
-

Training on Schneider Electric **Solutions**

- Operate a MV/LV automated substation package
 - Interconnect products via a communication network
 - Define preferred architectures for your machine
 -
 -
-

Training on your **day-to-day Business issues**

- Improving solution selling
 - Design of electrical installation
 - Submissions and negotiations
 - From Marketing to Action Plan
 - Basics of Electricity
 - Operate an electrical equipment safely
 -
-

Practical information

- Registration
- Logistics
- Contacts to go further

Choosing your best training paths



Choosing your best training paths

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utem ipis at.

Recommended courses to fit your job

- > Contractors
- > End users
- > Installers
- > Panel builders

Courses sorted out by training topic

- > Automation
- > Power

Training on
Schneider Electric Products

BUYARD CE
SCHNEIDER
TAILLE 10
2122
1542100 N° 10



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Target audience

- Your scope: public and commercial buildings, industry
- Your job: decision makers: facility managers, financial managers, technical site managers design office managers, a contractor, a standardisation owner

Prerequisite knowledge

- None

Duration and delivery

- A one-day course
- In-class sessions within Schneider Electric training centers
- Can be customised and realised on customer premises

Price: 500 euros per person

Training code: xxx

For further information or registration

- Contact your local Schneider Electric customer training center

Objectives

- Identify the benefits provided by an Energy Efficiency lifecycle approach
- Make right decisions for investing time and money in Energy EfficiencyEtum vulputatuero eugiamet lortie doloreet lumsan ute te minibh
- lumsan ute te minibh

Content

- Introduction to Energy Efficiency Principles, environment, regulations, why care about Energy Efficiency, how to start?
- Energy efficiency in Buildings 4 sustainable steps: measure, fix the basis, automate, monitor & control
- What Schneider Electric can do for you? Solutions, experiences, success stories...

Training and teaching method

- Dedicated literature
- Learning book
- Training including exercises, case studies

Training on Schneider Electric Solutions



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Objectives

- Knowing how to evaluate your own company
- Understanding the marketing analysis process
- Being customer oriented
- Being able to analyse your professional environment and propose ways forward
- Building an action plan suited to your own company's situation

Content

- Self-diagnosis
- Segmenting, market segment targeting
- Offer & customer portfolio
- SWOT Analysis
- Competitive positioning
- Company strategy
- Key Success Factors
- Customer Relationship Management (CRM)

Target audience

- Your scope: electrical distribution market contractors, installers, panelbuilders with a contracting business (small and medium sized)
- Your job: company managers, sales or marketing managers

Prerequisite knowledge

- None

Duration and delivery

- A one-day course
- Classroom sessions at Schneider Electric training centers
- Courses can also be customised and provided at customer facilities

Date, location, registration

- Individual or group registration options
- Date and place of seminar will depend on registration

Training code: xxx

Price: xxx Euros per person

For further information or registration

- Contact your local Schneider Electric customer training center

Training and teaching method

- Participative techniques including exercises in subgroups, individual exercises and case studies of your own company
- A maximum of 10 to 12 participants per session

Training on
your day-to-day Business issues



Improving solution selling

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Objectives

- Sharing the specificity of solution selling
- Understanding the project business environment
- Defining your relational targets and proposing a selling strategy
- Building your differentiating solutions oriented towards customer values
- Discovering customer needs and issues
- Learning to stand out from the competition

Target audience

- Your scope: electrical distribution for public and commercial buildings, industry or infrastructures sites contractors, installers, panelbuilders with a contracting business
- Your job: company managers, project managers, sales engineers, project engineers

Prerequisite knowledge

- None

Duration and delivery

- A two-day course
- Classroom sessions at Schneider Electric training centers
- Courses can also be customised and provided at customer facilities

Date, location, registration

- Individual or group registration options
- Date and place of seminar will depend on registration

Training code: xxx

Price: xxx Euros per person

For further information or registration

- Contact your local Schneider Electric customer training center

Content

- Purchasing & sales process
- Customer values
- Project targeting & development strategy
- Elaborating technically differentiated solutions
- Specification and influence tactics
- Methods for improving pro-active selling
- Tools & good practices

Training and teaching method

- Training including individual exercises, case studies in subgroups and role playing
- A maximum of 15 participants per session

Tenders and negotiations

How to build a quality submission and master sales negotiations ?



Objectives

- Understanding the needs of decision-makers
- Knowing how to build the technical and commercial part of a quality offer
- Knowing how to present your offer to decision-makers
- Leading successful negotiations with a customer

Target audience

- Your scope: field of business: the electrical distribution market contractors, installers, panelbuilders
- Your job: Company manager, project managers, sales engineers, project engineers

Prerequisite knowledge

- None

Duration and delivery

- A two-day course
- Classroom sessions at Schneider Electric Training centers
- Courses can also be customised and provided at customer facilities

Date, location, registration

- Individual or group registration options
- Date and place of seminar will depend on registration

Training code: xxx

Price: xxx Euros per person

For further information or registration

- Contact your local Schneider Electric Customer Training Center

Content

- Purchase and sales process
- Needs and customer benefits
- Technical specifications
- Commercial terms
- Cover letter
- Submission presentation
- Opening negotiations, bargaining chips and concessions
- Negotiation power, means of pressure
- Concluding negotiations

Training and teaching method

- Training including individual exercises, case studies in subgroups and role playing.
- A maximum of 15 participants per session

From marketing to action plan

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Objectives

- Knowing how to evaluate your own company
- Understanding the marketing analysis process
- Being customer oriented
- Being able to analyse your professional environment and propose ways forward
- Building an action plan suited to your own company's situation

Target audience

- Your scope: electrical distribution market contractors, installers, panelbuilders with a contracting business (small and medium sized)
- Your job: company managers, sales or marketing managers

Prerequisite knowledge

- None

Duration and delivery

- A one-day course
- Classroom sessions at Schneider Electric Training centers
- Courses can also be customised and provided at customer facilities

Date, location, registration

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Training code: xxx

Price: xxx Euros per person

For further information or registration

- Contact your local Schneider Electric customer training center

Content

- Self-diagnosis
- Segmenting, market segment targeting
- Offer & customer portfolio
- SWOT Analysis
- Competitive positioning
- Company strategy
- Key Success Factors
- Customer Relationship Management (CRM)

Training and teaching method

- Participative techniques including exercises in subgroups, individual exercises and case studies of your own company
- A maximum of 10 to 12 participants per session

Training by Schneider Electric

Practical information



Training by Schneider Electric

Practical information

Registration

- Training Calendar & prices

City

Course	Days	Course Code	Cost (incl. GST)	Jan 2008	Feb 2008	Mar 2008	Apr 2008	May 2008	Jun 2008	Jul 2008	Aug 2008	Sep 2008	Oct 2008	Nov 2008	Dec 2008
Safety PLC (Software)	3	xxx	€ xxxx					5			18				
Unity Pro Level-1 Introduction	2	xxx	€ xxxx		12		22		12		14				
Unity Pro Level-2 Software only - Programming	3	xxx	€ xxxx					On Request							
Unity Pro Level-2 with M340 PLC Hardware - Maintenance	3	xxx	€ xxxx					On Request							
Unity Pro Level-2 with M340 PLC Hardware - Programming	4	xxx	€ xxxx					On Request							
Unity Pro Level-2 with Premium and Quantum PLC Hardware - Programming	4	xxx	€ xxxx	22			1		3		19				
Concept Software Level-2 with Quantum and Momentum PLC Hardware - Maintenance	3	xxx	€ xxxx					On Request							
Concept Software Level-2 with Quantum and Momentum PLC Hardware - Programming	5	xxx	€ xxxx												
Industrial Ethernet + ConneXview Software Level-1	2	xxx	€ xxxx					8			21				
Vijeo Designer	1	xxx	€ xxxx			4					26			3	
Sepam - Operation and Configuration of Series 20, 40 and 80	2	xxx	€ xxxx					6					13		
Sepam 80 - Customising the Control Logic (LOGIPAM)	1	xxx	€ xxxx					On Request							
Practical Aspects of Variable Speed Drives and Soft Starters	2	xxx	€ xxxx				8					2			
Important considerations in the design of a Variable Speed Drive Solution	1	xxx	€ xxxx									4			
Power Factor Correction / Harmonic Filtering	1	xxx	€ xxxx					13							
Introduction to PLCs using Twido												15			

Logistics

- Hotel & transportation: information available up on request

Contact to go further

- On-line: www.schneider-electric.com
- E-mail
- Phone
- Fax



Easy ways to register

On-line:
www.schneider-electric.com.au/products_services/training

Email:
training.courses@au.schneider-electric.com

Phone: 1300 727 811

Fax: (02) 9629-8326

Training by Schneider Electric

General conditions

Applications for enrolment

Registration, together with payment, should be made 10 working days prior to the course commencement date, on-line at www.schneider-electric.com.au/products_services/training or via the methods specified on the Course Enrolment Form.

Confirmation of acceptance will be made 10 working days prior to the course commencement date by email, fax or mail.

Waiting list - if a class is filled, you will be placed on the waiting list or offered a later course. In any event, you will be kept notified of your status.

Tuition Fee

Course fees are payable in advance. A cheque, credit card or purchase order made out to Schneider Electric for the full amount of tuition must accompany the enrolment application.

The supplying of all course writing material, all relevant technical reference material, lunches, refreshments and the use of training equipment are included in the tuition fee.

All course fees are inclusive of GST unless noted. Prices are shown in Australian dollars and are subject to change without notice.

Provisional reservations without payment are subject to cancellation 10 working days prior to the course commencement date, in order to accommodate those on the waiting list.

Requests for cancellation of a confirmed registration, or transferring to another course, must be made in writing and acknowledged by Schneider Electric. Full refund of course fees will be given for cancellations received up to 10 working days prior to course commencement. The full course fee will be charged for cancellations received within 10 working days prior to course commencement. Suitably qualified replacements are welcome, provided they register prior to commencement on the first day of the course.

Expenses

Trainees are to pay their own travel, hotel and living expenses.

Hotel and Local Transportation

Information on local hotels and transportation is available upon request.

General

Insufficient enrolment - Schneider Electric reserves the right to cancel any course. In this event, you will be notified immediately, and either fully refunded, or the tuition will be applied to a future course.

It is the responsibility of your organisation to ensure that the trainees attending have sufficient prior knowledge and experience to benefit from attendance at the course. Please note the prerequisites shown in the detailed descriptions of the courses.

On-site courses - for further information and costings, please submit on-line at www.schneider-electric.com.au/products_services/training, or email training.courses@au.schneider-electric.com, or fax (02)9629 8326, or contact Customer Service on 1300 369 233.

Schneider Electric reserves the right to change course schedules, discontinue courses, modify course content, limit class size, and cancel courses.

For Citect general conditions of training, refer on-line at www3.citect.com/training/schedule/australia.

Copyright

Course documentation, hand-outs, software, programs and any other teaching aids provided as part of the course are subject to the normal laws of Copyright. Attendance at a course does not confer any right to reproduce such information, or to disclose it to a third party, without the prior written permission of Schneider Electric (Australia) Pty. Ltd. No audio or visual recording of Schneider Electric training courses, or of Schneider Electric personnel teaching such courses, may be taken or reproduced electronically without prior written consent.

Schneider Electric Training

Booking form, + credit card booking via fax

This form is for fax bookings and ALL credit card payments

Please photocopy this form, complete all information and fax to xx xx xx xx xx for processing

Course details

Course Code _____
Course Title _____
Course Date _____

Contact details

Given Name _____
Surname _____
Position in Company _____
Company _____
Contact Name _____
Email _____
Address _____
Suburb _____ State _____ Post Code _____
Country _____
Telephone _____ Fax _____

Payment

Course cost € _____
Payment/Credit Card Type Purchase order Cheque Master Card VISA Diners AMEX
PO Number or cheque number or
Credit card number _____
Name on credit card _____ Credit Card Expiry _____ (MM/YYYY)

Comments

Training by Schneider Electric,

making you more competitive

- A professional training organisation
- Training, a profitable investment
- Products, solutions, business courses
- Tailored management of your training



Training Solutions throughout your installation lifecycle

To learn more about training by Schneider Electric, contact your local representative or visit:

www.schneider-electric.com

Distributed by



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Printed on ecological paper

Publication : Schneider Electric Industries SAS - All rights reserved
Design : Schneider Electric Industries SAS
Print :