



In this issue

An extraordinary participation at the Train the Trainers course held in Bologna

New Update Courses in the Pre-Sales training offer! Focus on new technologies

Course Calendar: International Pre-Sales Courses and local Post-Sales Courses

Summer Internship Programme: a real work experience

The Chloride Academy

NEWS

October 2009

An extraordinary participation at the Train the Trainers course!

The fifteen accredited Trainers met in Bologna for the course dedicated to them.

Since the launch of the Academy, the Academy Trainers have met in Bologna on a six-month basis to receive updated technical information and to renew their accreditation to use the Academy training material and teaching notes.

During the Train the Trainers course, held on the 3rd-11th September 2009, fifteen Trainers met in Bologna, the highest number of Trainers ever collected so far. This was a clear evidence of the growth and capillarity of the Academy network.

Luca Bolelli, Main Academy Trainer for the Post-Sales area, presented to the Trainers the courses on the new products. The intense course agenda also included a session on Active filters delivered by A. Sattar Godikat, Academy Trainer in India, and a session on the NET Family Update Courses delivered by Tom Allen, Academy Trainer in the UK.

Finally Dominique Banc, Main Academy Trainer for the Post-Sales Industrial courses, presented the international Apodys 1-2 courses delivered in Lyon under the Academy umbrella.

After an intense week of study, discussion and practical experience, the exam took place to allow the Trainers to run locally courses on 80-NET Black, 60-NET, MP-NET and Active AG4.



Train the Trainers courses: some milestones

Four Train the Trainers courses have been delivered so far in Bologna:

- **March 2008:** first course for neo-nominated trainers whose aim was to get familiar with the Academy structure and method and to be allowed to run General UPS Training and NET Family courses.
 - **September 2008:** 80-NET MPR;
 - **March 2009:** 80-NET Black;
 - **September 2009:** 80-NET Black update, 60-NET, MP-NET and Active AG4;
- The next Train the Trainers course is scheduled on March 2010 to present Trinergy to the Academy Trainers.



New Update the Pre-Sales

What is an Academy WEBINAR?

The Academy is always focused on using first-class technologies to guarantee the best training experiences to its students.

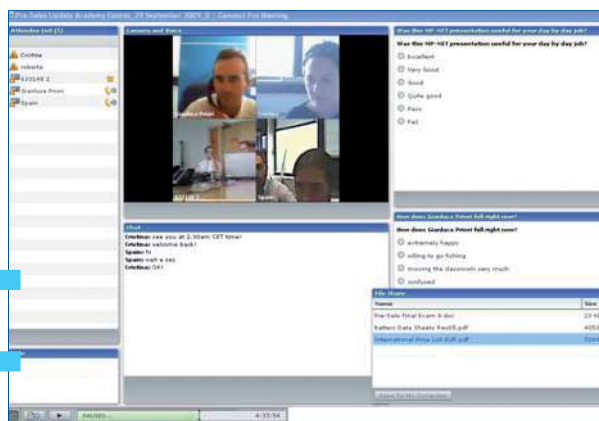
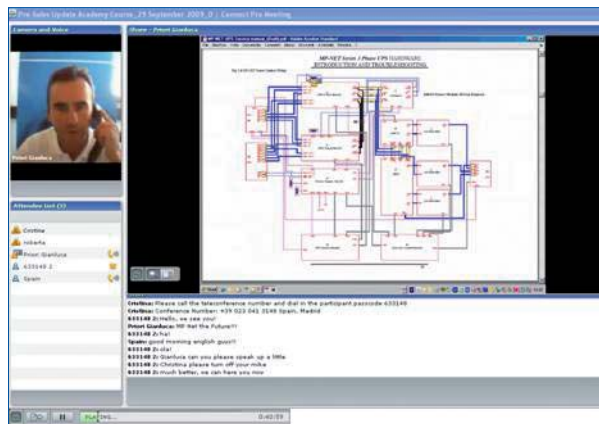
The web(sem)inar is an user friendly tool that allows trainers and tranees to easily manage short meetings such us update training or middle-term distance-learning events.

An Academy webinar is a web-based live meeting in which the trainer invites the participants to access the meeting by clicking on an internet link. Therefore each participant sits at his/her own computer and is connected to the other participants via the internet.

Through the trainer's guidance, the trainees are able to see each another by the webcam, explore training material such us documents, presentations or videos, share desktop or applications, use tool like the whiteboard and the chat. The Academy webinar is also collaborative and includes polling and question & answer sessions to allow full participation between trainees and trainer.

The Pre-Sales now count on a focused on Chlori

Since the launch of the
Pre-Sales Courses 140
certificates have been
issued.



Support

the Courses in training offer!



community can brand new course de new products.

The Pre-Sales Fundamentals and Advanced training courses are up and running and keep on giving the students the opportunity to get to know in depth the Chloride technologies both on Standards and Industrial Systems.

To complete this training offer with new courses focused on the Chloride products, the Pre-Sales Update course has been designed.

The new training path is aimed to provide the pre-sales engineers with an thorough understanding of recently launched Chloride products along with the training documentation they may need to answer the customer specification.

To achieve at least the Pre-Sales Fundamentals diploma is therefore necessary to be able to take part in the Update courses.

The Pre-Sales Update courses are managed by Gianluca Priori, Main Pre-Sales Academy Trainer. The students are invited to follow the classes either in Bologna or by webinar and at the end of this training session they are asked to go through a case study activity. Under the guidance of an accredited Academy Trainer, the students are finally invited to see the new product visiting the nearest Academy training area.

Please contact the Academy team to receive information on the Pre-Sales Update courses schedule.

Course Calendar

Pre-Sales Fundamentals Courses

EDITION 4/2009

Starting date of the distance learning: 31st August
Residential in Bologna: 14th - 18th December

EDITION 1/2010

Starting date of the distance learning: 18th January
Residential in Bologna: 26th - 30th April

EDITION 2/2010

Starting date of the distance learning: 29th May
Residential in Bologna: 21st - 25th June

Pre-Sales Advanced Courses

EDITION 2/2009

First residential in Bologna: 14th - 17th September
Second residential in Bologna: 18th - 21st January

Post-Sales Courses

BOLOGNA

October: 90-NET, 80-NET Black, Synthesys
November: BP course, 80-NET Black, 60-NET

BEDFORD

October: 80-NET Black, 60-NET
November: 80-NET Black, MP-NET

ERLANGEN

October: 80-NET Black
November: 80-NET Black

ISTANBUL

October: 80-NET MPR

LYON

October: General UPS Training
November: Apody 1-2 Preliminary Stage

MADRID

October: 80-NET Black
November: 80-NET MPR, MP-NET

PUNE

October: 80-NET
November: 80-NET

SINGAPORE

October: 80-NET, 90-NET, 80-NET MPR
November: 80-NET Black, 90-NET, 80-NET

SYDNEY

October: 80-NET Black & MPR, Connectivity
November: 80-NET Black, 80-NET MPR

Power to Learn

The Chloride Academy uses blended learning to help stimulate students and put subject theory into practice. Internet forums, distance learning, residential classes and practical team building sessions all play a part in the Academy experience.

For more information please contact us at info@chlorideacademy.com

Summer Internship Programme

Young Chloride People involved in a real work experience.

Thanks to the collaboration with the Human Resources Department in Italy, a Summer Internship Programme has been delivered for the children of Chloride Italian colleagues.

The students between 18 and 25 years old were involved in a two-week programme aimed at improving their knowledge on Chloride and having a real work experience. Each student was assigned to an office in Bologna, taking into account their school careers and their personal preferences. Furthermore tutors were nominated as point of reference and to guarantee a complete and effective experience.

A common meeting has been arranged at the very beginning of the experience to welcome the students and to present Chloride and the Internship Programme. On the other hand, to allow the groups to getting to know one another better, frequent common events have been set up over the whole period.

Very nice comments on the experience were collected in a friendly atmosphere during the final meeting in which each student was asked to deliver a short presentation on his/her internship to an audience made up of other trainees, tutors and colleagues.

