



In this issue

Six months on from the Academy launch, we catch up with Director, Roberta Gentile.

Cristina Querzè, Academy Tutor, tells us about the Academy's first Residential Week.

Learn about the first Academy Diploma Ceremony and about upcoming Academy events.

Academy Trainer, Gianluca Priori, discusses the first Residential week and the Academy's plans for the future.

The Chloride Academy

NEWS

September 2007

Positive results all round!

Six months on from the Academy Launch, we catch up with Director, Roberta Gentile

As Director of the Chloride Academy, Roberta Gentile oversees the organization and strategic actions of the educational structure, administering the Academy Council's Directives.

Roberta Gentile has many years of experience in the educational field and in the area of Human Resource Education through the diverse roles that she has fulfilled within the Higher Education Institution, Profingest Management School.

Six months after the Academy Launch, we were very interested to hear Academy Director, Roberta Gentile's views on the Academy's success as a whole.



The last six months have been very eventful, what have you been doing?

Yes it is true, the last six months have been extremely busy, but for me, also very rewarding. Since the launch of the Academy, back in May, we have been organizing and implementing the Academy Courses, both on the on-line platform and in the form of the Residential Week. We have planned a road map of courses for the next year and are now concentrating on the delivery of this.

I aimed to show the students that the Chloride Academy is an active training school, where they will have the chance to learn and develop through theoretical and hands-on training.

September was host to the first Residential Week here at Chloride, in Bologna and October will see the start of the second Residential Course, the Pre-Sales Advanced Module. In addition to this, an Academy Pre-sales Course has been carried out in Australia and extensive self assessment questionnaires have been completed. These have identified Post- Sales training requirements, helping with the provision and delivery of the many Academy Courses. The Chloride Academic Calendar is in fact very full, we have various projects planned, including General UPS training courses, Pre-Sales Courses, 70-NET, 80-NET, 90-NET, CROSS and Post-Sales Courses, to name a few.

Growth



For a full course plan, please refer to the Academy Course Prospectus.

A very important part of the learning process is the Residential period. What's your involvement in this?

I'm present throughout the whole week, as I want to make sure that everything is running as we planned. I am very proud to give the opening presentation as it gives me the opportunity to meet the students on a personal level, something that is very important to me. Their opinions and ideas are a constant source of enrichment.

What was your favourite part of the first Academy Residential Week?

There are many parts of the week which I look back on very fondly. Perhaps my favourite moment was in fact the Diploma Ceremony. The students gathered with myself, and several important members of the Chloride Group, which also included Tim Cobbold, Chloride COO, who was proud and contented to be present. The Human Resources Group Director Gavin Leathem was also present, along side Lamberto Tassara, President of Chloride UPS Systems and Alan Fry, Convenor of the Pre-Sales Technical Committee. In addition to this, there were of course the Academy Trainers. I felt very proud to see the students receive their certificates.

Who are some of your closest colleagues within the Academy structure?

There is an array of people who work with me and who provide me with excellent expertise and support in order to run this Academy. I'm pleased to see all Chloride people supporting the Academy through their contributions, knowledge and expertise. This is fantastic team work. Gian Luca Bolelli and Gianluca Priori, Academy Trainers and Cristina Querzè, Academy Tutor, are very strong members of the team and provide the essential qualities and expertise that are essential for the smooth running of the Academy. There are also several Technical Committees and the Academy Council, which work together to form our strong and varied organisation.



Chloride Headquarter Chloride Academy

Students and trainers from all around the world gathered to take part in the Pre-Sales Fundamentals Academy course

After weeks of Distance Learning, the students were given the opportunity to meet their trainers face to face in order to consolidate their knowledge and complete the final part of their course. One person who has played a key role in the Academy since its creation and also in the implementation and delivery of this Residential Week is Cristina Querzè, the Academy Tutor.

What did this week actually cover?

The teaching structure of the Chloride Academy consists of a blend of Distance Learning and Residential classes. This week in particular, involved Residential classes that looked at the previously seen topic areas in more depth. The students were tutored on the topics of LIFE.net, Connectivity and Witness Testing.

How did it feel to see the result of all of your organization and hard work?

We had been working on the implementation of the Residential Week for some time before the students actually arrived with us in Bologna. We knew that this week was of great importance to both the trainers and the students and also to the Chloride Academy staff so we felt that it was extremely important for the first Residential Week to be a success and to set a standard for those to come. Due to this, it was great to see the final result and to see that our hard work was paying off.



Do you think it was a success? What was the atmosphere like?

I would say that it was a great success. The students engaged in a mixture of both theoretical and practical exercises, that they completed with both interest and collaboration.

Support

...sters hosts the first ... Residential Week



The week was demanding and asked for great dedication from the students. However, they were focused and appeared to enjoy the opportunity to discuss various issues face to face with their trainers. They also had some more lighthearted moments and overall I am sure that both students and staff took away with them some excellent memories.

Who exactly participated in the course?

The course was attended by students from all around the world who had been chosen by their General Manager as a suitable candidate. Prior to



their Bologna visit, they had already completed several weeks of Distance Learning which had involved on-line tests and tutorials. The Residential Week, was therefore, the next and final stage of the course.

What was your favorite part of the course?

The Diploma Ceremony was a great success. It was very satisfying to see that all of the hard work from both the students and trainers had produced a successful end result. It gave me great pleasure to see the student's satisfaction and therefore as an Educational Academy, we had succeeded.

Have you received feedback from the students and the trainers?

We actually gave out an end of course questionnaire from which we have had excellent feedback. In addition to this, I have also received many spontaneous feedbacks from both the trainers and the students. The theory behind any University Institution is continuous learning. We plan to achieve this by listening to the student's views and by making any appropriate changes. It is after all, the students who make this Academy possible.

Course Timetable

Pre-Sales Fundamentals Course

Distance Learning: 21st January 2008

Residential (Bologna): 7th -12th April 2008

Pre-Sales Advanced Course

Distance Learning: 22nd October 2007

Residential Week 1 (Bologna): 22nd -25th October 2007

Residential Week 2 (Bologna): 28th -31st January 2008

General UPS Training

Edition 1: Distance Learning: 12th November 2007

Edition 2: Distance Learning: 3rd December 2007

Post-Sales 80-NET Basic Course

Edition 1: Distance Learning: 15th October 2007

Residential (Bologna): 30th -31st October 2007

Edition 2: Distance Learning: 26th November 2007

Residential (Bologna): 6th -7th December 2007

Edition 3: Distance Learning: 10th December 2007

Residential (Bologna): 18th -19th December 2007

Post-Sales 80-NET Advanced Course

Edition 1: Distance Learning: 3rd December 2007

Residential (Bologna): 8th -11th January 2008

Edition 2: Distance Learning: 14th January 2008

Residential (Bologna): 5th -8th February 2008

Post-Sales 70-NET Basic Course

Edition 1: Distance Learning: 12th November 2007

Residential (Bologna): 22nd -23rd November

Edition 2: Distance Learning: 7th January 2008

Residential (Bologna): 16th -17th January 2008

Post-Sales 90-NET Basic Course

Distance Learning: 3rd December 2007

Residential (Bologna): 11th - 12th December 2007

Post-Sales 90-NET Advanced Course

Distance Learning: 21st January 2008

Residential (Bologna): 12th -15th February 2008

CROSS

Residential (Bologna): 19th - 21st November 2007

EDP 90

Residential (Bologna): 17th -21st December 2007

Synthesis Twin

Residential (Bologna): 17th -21st December 2007

If you would like a complete list of all courses on offer please contact the Academy at:

info@chlorideacademy.com.

Power to Learn

Applications are now being accepted for the Academy courses. Enrollment for the Chloride Academy is open to both current employees and those interested in future employment possibilities. If you are interested in applying to the Academy, please visit the Academy website www.chlorideacademy.com or contact us at info@chlorideacademy.com.

A closer look at Gianluca Priori!

What is the Pre-Sales Advanced Module?

- **Objectives:** the Pre-Sales Advanced Course will give the students the necessary level of comprehension that is needed to administer the most complex applications of the UPS. In addition to this, they will have the ability to address the various questions and issues posed by Consultants.
- **Contents and Scope:** this course builds on the ideas and theory that were addressed during the Pre-Sales Fundamentals Course. The aim of this course, however, is to further consolidate these ideas and issues through a range of topics such as AC/DC Conversion and External Transfer Switches. These will be taught through a mix of Distance Learning and Residential classes with particular attention placed on practical and hands-on training. The course is aimed at Pre-Sales Engineers who have successfully completed the Pre-Sales Fundamentals course.
- **Dates:** the course will commence on 22nd October 2007 with the completion date being 31st January. For a more detailed indication of dates and deadlines please refer to the course prospectus or to the Academy website.

We have asked Gianluca to share his views on the Academy.

After having completed the first Academy course for the Pre-Sales Fundamentals, we took an opportunity to discuss with Gianluca what the Academy has planned for the future.

What part of the course did you enjoy the most and what are you looking forward to in the next course?

I personally liked the practical aspects of the course and I am delighted that the Academy concentrates on "hands-on training." The students, especially the Pre-Sales Engineers, often do not have an opportunity in their day to day working environments to put the theoretical ideas into practice and it is for this reason that the practical aspects of the courses are invaluable.

Who can enroll in this new course and how does it compare to the previous one?

This course is basically open to all Chloride Pre-Sales Engineers that have successfully completed the previous Pre-Sales Fundamentals Course. Naturally, the level of difficulty increases and it is for this reason that the students must have the necessary credentials in order to enroll.

What is your vision for the Academy in the future?

To date I am very pleased with the way in which the Academy is progressing. I would love to see it continue to grow and to offer even more training opportunities to even more students.

