2012 Distributor Training Plans OEM Track



Product	Course	Format	Course Code	Tier Level	Year 1	Year 2	Year 3	Year 4	Year 5	Supplementary
Circuit Breakers	101 Basics Series: Fundamentals of Circuit Protection	Online	EDULA101S01	1	Х					
	101 Basics Series: Low Voltage Circuit Protection	Online	EDULA101S10	1		Х				
	101 Basics Series: Medium Voltage Power Circuit Protection	Online	EDULA101S09	1		Х				
	201 Series: Series G Circuit Breakers	Online	EDULD201S05	2			Х			
	Commercial Products and Molded Case Circuit Breaker Update (Live on 6/7/12, Eaton University and BlueVolt by 6/17/12)	Web Session	Live - EDUWD2012 Recording - EDUWD06072012	2						Attend live or view recording after live date
	Series G High Performance Circuit Breaker	Online	EDULDSG	2			Х			
	Series NRX Power Circuit Breakers	Online	EDULDNRX	2					Х	
	101 Basics Series: Communication Networks	Online	EDULA101S08	1		Х				
Communication Networks	Choosing Power Xpert Communications in Bid Manager (Live on 02/16/12, Eaton University and BlueVolt by 02/26/12)	Web Session	Live - EDUWD2012 Recording - EDUWD02162012	2						Attend live or view recording after live date
	Eaton's Energy Monitoring / Management Update (Live on 10/11/12, Eaton University and BlueVolt by 10/21/12)	Web Session	Live - EDUWD2012 Recording - EDUWD10112012	2						Attend live or view recording after live date
	Understanding Protective Relays (Live on 11/8/12, Eaton University and BlueVolt by 11/18/12)	Web Session	Live - EDUWD2012 Recording - EDUWD11082012	2						Attend live or view recording after live date
	Smartwire (Live on 01/19/12, Eaton University and BlueVolt by 1/19/12)	Web Session	Live - EDUWD2012 Recording - EDUWD01192012	2						Attend live or view recording after live date
	101 Basics Series: Fundamentals of Electricity	Online	EDULA101S03	1	Х					
Electricity and Electrical Distribution	101 Basics Series: Fundamentals of Electrical Distribution	Online	EDULA101S02	1	Х					
	The Basics of Green	Online	EDULAGREEN	1		Х				
	Arc Flash Solutions	Online	EDULDAFS	2				Х		
General Sales	Attacking the Gray Market Through Channel Policy	Online	EDULDGRAY	1		Х				
	Distributor Orientation: Eaton and Orientation Overview	Online	EDULDOR01	1	Х					
	Distributor Orientation: Product Support	Online	EDULDOR02	1	Х					
	Distributor Orientation: Product Pricing and Quotations	Online	EDULDOR03	1	Х					
	Distributor Orientation: Order Entry and Support	Online	EDULDOR04	1	Х					
	Distributor Orientation: Pricing, Rebate and Return Claims	Online	EDULDOR05	1	Х					

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General Sales Continued	Distributor Orientation: Sales and Marketing Support	Online	EDULDOR06	1	Х					
	Distributor Orientation: Electronic Commerce Support	Online	EDULDOR07	1	Х					
	Distributor Orientation: Eaton Policies	Online	EDULDOR08	1	Х					
	Introduction to Eaton's Electrical Products	Instructor-led	EDUAGIEEP1	1	Х					
	Doing Business with Eaton (Live on 5/24/12, Eaton University and BlueVolt by 6/4/12)	Web Session	Live - EDUWD2012 Recording - EDUWD05242012	2						Attend live or view recording after live date
	Vistaline on the Web (Live on 04/12/12, Eaton University and BlueVolt by 04/24/12)	Web Session	Live - EDUWD2012 Recording - EDUWD04122012	2						Attend live or view recording after live date
	Vistaline on the Web - Pricing, Rebates and Returns (Live on 7/26/12, Eaton University and BlueVolt by 8/6/12)	Web Session	Live - EDUWD2012 Recording - EDUWD07262012	2						Attend live or view recording after live date
	Vistaline on the Web - Returns (Live on 10/25/12, Eaton University and BlueVolt by 11/5/12)	Web Session	Live - EDUWD2012 Recording - EDUWD10252012	2						Attend live or view recording after live date
	Your 2012 Training Plan (Live on 01/05/12, Eaton University and BlueVolt by 01/15/12)	Web Session	Live - EDUWD2012 Recording - EDUWD01052012	2						Attend live or view recording after live date
	Project Management for Distributors	Instructor-led	EDUDGPMT3	3						Х
	Distributor Focused Workshop: Industrial Control Products Tier 2	Instructor-led	EDUDFWI	2		Х				
General OEM	Industrial Control Products Update (Live on 6/21/12, Eaton University and BlueVolt by 7/1/12)	Web Session	Live - EDUWD2012 Recording - EDUWD06212012	2						Attend live or view recording after live date
	Lean Automation Products (Live on 12/6/12, Eaton University and BlueVolt by 12/16/12)	Web Session	Live - EDUWD2012 Recording - EDUWD12062012	2						Attend live or view recording after live date
	OEM Solutions Tier 2	Instructor-led	EDUDIOEM2	2			Х			
	OEM Solutions Tier 3	Instructor-led	EDUDIOEM3	3				Х		
	Aftermarket Products and Services Tier 4	Instructor-led	EDUDCAPST4	4						Х
Low Voltage Motor Control Contactors, Drives and Starters	101 Basics Series: Fundamentals of Motors and Motor Control	Online	EDULA101BS16	1	Х					
	101 Basics Series: Low Voltage Motor Control	Online	EDULA101S04	1	Х					
	201 Series: Adjustable Frequency Drives	Online	EDULD201S03	2			Х			
	201 Series: AN19 NEMA Starters	Online	EDULD201S12	2		Х				
	201 Series: Definite Purpose Contactors	Online	EDULD201S13	2			Х			
	201 Series: Definite Purpose Starters	Online	EDULD201S14	2			Х			

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Low Voltage Motor Control Continued	201 Series: IEC Power Control Overview	Online	EDULD201S17	2		Х				
	Motor Control Components Overview	Online	EDULDMC	2		Х				
	Adjustable Frequency Drives (Live on 8/30/12, Eaton University and BlueVolt by 9/10/12)	Web Session	Live - EDUWD2012 Recording - EDUWD08302012	2						Attend live or view recording after live date
	Adjustable Frequency Drives Commissioner Training	Instructor-led	EDUAIAFDXCOM4	4						Х
Operator Interface	101 Basics Series: Electronic Operator Interface	Online	EDULA101BS25	1			Х			
	101 Basics Series: Packaged Control - MCCs and Enclosed Control	Online	EDULA101BS22	1	Х					
Packaged Control (Control Panels, Enclosed Control, Motor Control Centers)	201 Series: Motor Control Centers	Online	EDULD201S09	2					Х	
	Motor Control Centers Tier 2	Instructor-led	EDUDPMCCT2	2						Х
	Motor Control Centers Tier 3	Instructor-led	EDUDPMCCT3	3						Х
Panelboards and	101 Basics Series: Panelboards and Switchboards	Online	EDULA101BS13	1			Х			
Switchboards	201 Series: Integrated Facility Systems	Online	EDULD201S08	2						Х
	101 Basics Series: Pilot Devices	Online	EDULA101S06	1	Х					
Pilot Devices	101 Basics Series: Relays and Timers	Online	EDULA101S11	1		Х				
(Pushbuttons, Indicating	201 Series: Industrial Pilot Devices	eLearning	EDULD201S18	2		Х				
Lights, Stacklights)	201 Series: Rocker Switches	eLearning	EDULD201S16	2			Х			
	201 Series: Toggle Switches	eLearning	EDULD201S15	2			Х			
Danier Origina	101 Basics Series: Surge Protective Devices	Online	EDULA101S17	1				Х		
Power Quality	Power Quality Solutions Tier 3	Instructor-led	EDUDQPQST3	3						Х
Programmable Logic Controllers (PLC)	101 Basics Series: Programmable Logic Controllers (PLCs)	Online	EDULA101S05	1			Х			
Sensors and Limit Switches	101 Basics Series: Sensors and Limit Switches	Online	EDULA101S07	1			Х			
Safety Switches (Switching Devices)	101 Basics Series: Safety Switches	Online	EDULA101S16	1					Х	
Transformers	101 Basics Series: Transformers	Online	EDULA101S13	1	-				Х	

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