



Training Center Sales

2021 Offerings

Web-Based-Training:

- Three module [training](#) plus assessments¹ on
 - Product Fundamentals
 - Application & Installation
 - Electrical Engineering

Instructor-Lead-Training:

- CG Products and Solutions Training
 - Mannheim Engine and Generating Set Features
 - USPs and Competition Overview
 - CG Product Compliance
 - Layout for Mannheim Products
 - CHP, Components, Documentation
 - Control Systems TEM and TPEM, Switchgear, Operations Modes
 - Life Cycle Costs and Value Proposition, Value-Based-Selling
 - Product Support
 - Sales Process
- Other trainings on request

For dates and registrations please visit [DPC](#) (Dealer Performance Center).

For any other requests please contact us as stated below.

¹ Mandatory technical qualification for AISTO XT users, available on DPC (Dealer Performance Center)