

## Training Center Sales

### 2022 Offerings

#### Web-Based-Training:

- Three module [training](#) plus assessments<sup>1</sup> 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.

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