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**Air Conditioning Specialist**

<p><b>1-A011-01</b> Air Conditioning Principles of Operation</p>	<p><b>1-A012-01</b> Air Conditioning System Operation - Module One</p>	<p><b>1-A012-02</b> Air Conditioning System Operation - Module Two</p>	<p><b>1-A015-01</b> Alternative Refrigerants</p>	<p><b>1-A020-01</b> HVAC Systems - Automatic</p>	<p><b>1-A020-02</b> HVAC Systems - Dual-Zone and Multi-Zone</p>
<p><b>1-A020-03</b> HVAC Systems - Auxiliary</p>	<p><b>1-A205-01</b> Asian HVAC System</p>				

**Body Electrical Specialist**

<p><b>1-BE002-01</b> Electrical Diagnosis and Repair - Module One</p>	<p><b>1-BE002-02</b> Electrical Diagnosis and Repair - Module Two</p>	<p><b>1-BE002-03</b> Electrical Diagnosis And Repair - Waveform Analysis</p>	<p><b>1-BE003-01</b> Advanced Electronics CAN Systems</p>	<p><b>1-BE004-01</b> High, Medium and Low Speed CAN Communications</p>	<p><b>1-BE005-01</b> Vehicle Communications: General Motors</p>
<p><b>1-BE005-02</b> Vehicle Communications: Ford</p>	<p><b>1-BE005-03</b> Vehicle Communications: Chrysler</p>	<p><b>1-BE005-04</b> Vehicle Communications: Asian</p>	<p><b>1-BE010-01</b> SRS/Occupant Protection Systems</p>	<p><b>1-BE011-01</b> Service Information and Programming - Module One</p>	<p><b>1-BE011-02</b> Service Information and Programming - Module Two</p>

<p><b>1-BE015-01</b> Crash Avoidance Systems</p>	<p><b>1-BE020-01</b> Advanced Lighting Systems</p>	<p><b>1-BE030-01</b> Heated Seats, Mirrors, Steering Wheels and Adjustable Pedals</p>	<p><b>1-BE031-01</b> Electrical Accessories Diagnostics: Standard Accessories</p>	<p><b>1-BE031-02</b> Electrical Accessories Diagnostics: Optional Accessories</p>	<p><b>1-BE032-01</b> Electrical Accessories Diagnostics - Power Seats</p>
<p><b>1-BE035-01</b> Glass Electronics</p>	<p><b>1-BE040-01</b> Power Sliding Doors - Domestic</p>	<p><b>1-BE040-02</b> Power Sliding Doors - Imports and Power Liftgate</p>	<p><b>1-BE044-01</b> Wiper Systems</p>	<p><b>1-BE050-01</b> SRS/Occupant Protection Systems</p>	<p><b>1-BE101-01</b> GM Body Control Systems - Module One</p>
<p><b>1-BE101-02</b> GM Body Control Systems - Module Two</p>	<p><b>1-BE102-01</b> GM Vehicle Theft and Immobilizer Systems</p>	<p><b>1-BE111-01</b> Ford Body Control Systems - Module One</p>	<p><b>1-BE111-02</b> Ford Body Control Systems - Module Two</p>	<p><b>1-BE112-01</b> Ford Vehicle Theft and Immobilizer Systems</p>	<p><b>1-BE121-01</b> Chrysler Body Control Systems - Module One</p>
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**1-BE400-01**  
 Infotainment Systems

**Brake Specialist**

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 Computerized Braking Technology - Module One

**1-B001-02**  
 Computerized Braking Technology - Module Two

**1-B003-01**  
 Base Braking Systems - Hydraulic: Module 1

**1-B020-01**  
 Anti-Lock Brakes and Traction Control Systems - Module One

**1-B020-02**  
 Anti-Lock Brakes and Traction Control Systems - Module Two

**1-B110-01**  
 Kelsey-Hayes Anti-Lock Braking Systems RWAL/4WAL

**1-B110-02**  
 Kelsey-Hayes Anti-Lock Braking Systems 4WAL with Traction Control

**1-B111-01**  
 Teves II & IV Anti-Lock Braking System

**1-B111-02**  
 Teves Anti-Lock Braking Systems - Continental Teves

**1-B112-01**  
 Delphi Anti-Lock Braking Systems - Delphi VI with Traction Control

**1-B112-02**  
 Delphi Anti-Lock Braking Systems - Delphi DBC7

**1-B114-01**  
 Bosch 5.3 Anti-Lock Braking System

**1-B211-01**  
 Antilock Braking Systems - GM

**1-B221-01**  
 Antilock Braking Systems - Ford

**1-B231-01**  
 Antilock Braking Systems - Chrysler

**1-B320-01**  
 Antilock Braking Systems - Toyota

**1-B330-01**  
 Antilock Braking Systems Hyundai

**1-B340-01**  
 Antilock Braking Systems - Honda

**Chassis Electrical Specialist**

<p><b>1-C050-01</b> Automatic Transmission - In-Car Diagnostics</p>	<p><b>1-C051-01</b> CVT and Advanced Automatic Transmissions</p>	<p><b>1-C055-01</b> Automatic Four Wheel Drive - Module One</p>	<p><b>1-C055-02</b> Automatic Four Wheel Drive - Module Two</p>	<p><b>1-C056-01</b> All Wheel Drive</p>
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**Chassis Specialist**

<p><b>1-W002-01</b> Vibration Diagnosis</p>	<p><b>1-W010-01</b> Steering for Installers</p>	<p><b>1-W011-01</b> Steering for Technicians</p>	<p><b>1-W012-01</b> Magnasteer</p>	<p><b>1-W013-01</b> Electric Power Steering</p>	<p><b>1-W020-01</b> Suspension for Installers</p>
<p><b>1-W021-01</b> Suspension Systems for Technicians - Diagnostics</p>	<p><b>1-W021-02</b> Suspension Systems for Technicians - Electronic Suspension</p>	<p><b>1-W021-03</b> Suspension Systems for Technicians - Stability Systems</p>	<p><b>1-W030-01</b> Alignment for Installers</p>	<p><b>1-W031-01</b> Alignment for Technicians</p>	

**Emission Specialist**

<b>1-E001-01</b> Five Gas Analysis	<b>1-E003-01</b> Catalytic Converters Operation & Testing	<b>1-E004-01</b> Exhaust Gas Recirculation (EGR) Systems Operation & Testing	<b>1-E005-01</b> Positive Crankcase Ventilation (PCV) Systems Operation & Testing	<b>1-E007-01</b> Secondary Air Management (AIR) Systems Operation & Testing	<b>1-E008-01</b> Intake Air Control Systems Operation & Testing
<b>1-E009-01</b> Direct Fuel Injection	<b>1-E014-01</b> Oxygen Sensors	<b>1-E014-02</b> Oxygen Sensors - Air Fuel Ratio Sensors	<b>1-E016-01</b> Enhanced Evaporative Emission Control (EVAP) Systems	<b>1-E016-02</b> EVAP System Diagnosis	<b>1-E020-01</b> Interpreting Emission Test Failures
<b>1-E021-01</b> Inspection Maintenance (I M) Flag Diagnosis	<b>1-E030-01</b> Misfire Diagnosis -Module One	<b>1-E030-02</b> Misfire Diagnosis -Module Two			

**Engine Electrical Specialist**

<p><b>1-U001-01</b> Engine Control Electronics - Module One</p>	<p><b>1-U001-02</b> Engine Control Electronics - Module Two</p>	<p><b>1-U005-01</b> Underhood Diagnostic Procedures</p>	<p><b>1-U013-01</b> On-Board Diagnostics II</p>	<p><b>1-U013-02</b> Enhanced OBD II</p>	<p><b>1-U013-03</b> On-Board Diagnostics Generation II - OBD II Modes</p>
<p><b>1-U014-01</b> Scan Tool Usage</p>	<p><b>1-U014-02</b> Scan Tool Usage - Snapon</p>	<p><b>1-U014-03</b> Scan Tool Usage - OTC</p>	<p><b>1-U014-04</b> Scan Tool Usage - Bosch Diagnostics</p>	<p><b>1-U014-05</b> Scan Tool Usage - Software Based</p>	<p><b>1-U021-01</b> Starter Motors -Operation and Testing</p>
<p><b>1-U022-01</b> Electronic Charging Systems Operation &amp; Testing</p>	<p><b>1-U023-01</b> Batteries</p>	<p><b>1-U024-01</b> Computer Controlled Starting and Charging Systems</p>	<p><b>1-U028-01</b> Remote Starters</p>	<p><b>1-U030-01</b> No Start Diagnosis -Module One</p>	<p><b>1-U030-02</b> No Start Diagnosis -Module Two</p>
<p><b>1-U090-01</b> Computer Control Components - Inputs</p>	<p><b>1-U090-02</b> Computer Control Components - Outputs</p>	<p><b>1-U090-03</b> Computer Control Components - Electronic Sensor Diagnostics</p>	<p><b>1-U095-01</b> Electronic Returnless Fuel Systems</p>		

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**Engine Mechanical**

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**1-EM005-01**Engine Fundamentals  
And Diagnosis**1-EM005-02**

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**Hybrid**

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Operation**1-HE001-03**Hybrid Technologies -  
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Toyota Hybrid Systems

**1-HE400-01**Dual Mode Hybrid  
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**Inspection & Installation Specialist****1-I001-01**

Seasonal Inspection

**1-I010-01**Preventative  
Maintenance Service**1-I015-01**

Cooling Systems

**1-I020-01**

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Chemical Usage

**1-I050-01**Vehicle Hoist Operation  
and Safety**1-I051-01**Lifting Devices Operation  
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Interpretation

**Powertrain Specialist**

<p><b>1-PT001-01</b> Powertrain Control Systems - Diagnostics 1</p>	<p><b>1-PT001-02</b> Powertrain Control Systems - Diagnostics 2</p>	<p><b>1-PT001-03</b> Powertrain Control Systems - Diagnostics 3</p>	<p><b>1-PT010-01</b> No Code Diagnosis - Module One</p>	<p><b>1-PT010-02</b> No Code Diagnosis - Module Two</p>	<p><b>1-PT018-01</b> Variable Valve Timing - Overview - Module One</p>
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<p><b>1-PT210-01</b> Mazda Powertrain Control Systems - Diagnostics 1</p>	<p><b>1-PT210-02</b> Mazda Powertrain Control Systems - Diagnostics 2</p>	<p><b>1-PT220-01</b> Toyota Powertrain Control Systems - Diagnostics 1</p>	<p><b>1-PT220-02</b> Toyota Powertrain Control Systems - Diagnostics 2</p>	<p><b>1-PT230-01</b> Hyundai Powertrain Systems - Diagnostics 1</p>	<p><b>1-PT230-02</b> Hyundai Powertrain Systems - Diagnostics 2</p>
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**Rim and Tire Specialist**

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<b>1-TR001-01</b> Tires and Rims - Tire Technology	<b>1-TR001-02</b> Tires and Rims - Trucks	<b>1-TR001-03</b> Tires and Rims - Tire Installation	<b>1-TR001-04</b> Tires and Rims - Tire Repair and Maintenance	<b>1-TR005-01</b> Winter Tires	<b>1-TR020-01</b> Tire Pressure Monitoring Systems
<b>1-TR060-01</b> Balancing and Vibration Diagnosis	<b>1-TR110-01</b> Rim Fitment				

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**Small Engines**

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<b>1-SE001-01</b> All Terrain Vehicles (ATVs) - Safety	<b>1-SE001-02</b> All Terrain Vehicles (ATVs) - Troubleshooting	<b>1-SE001-03</b> All Terrain Vehicles (ATVs) - Maintenance
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**Truck Air Conditioning Specialist**

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<b>1-TH001-01</b> HVAC System Operation	<b>1-TH005-01</b> HVAC Control Systems
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**Truck Brake Specialist**

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**1-TB001-01**Brake System  
Fundamentals

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**Truck Chassis Specialist**

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**1-TC010-01**Suspension Systems  
-Overview**1-TC020-01**

Steering Systems

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Alignments

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Air Suspension

**Truck Diesel Engines Specialist**

<b>1-TD001-01</b> Introduction to Diesel Engines	<b>1-TD005-01</b> Diesel Engine Repair	<b>1-TD008-01</b> Diesel Engine Diagnosis	<b>1-TD020-01</b> Diesel Emission Systems	<b>1-TD021-01</b> Diesel Emission Testing	<b>1-TD022-01</b> Diesel Particulate Filter System
<b>1-TD023-01</b> Diesel Emissions and Maintenance	<b>1-TD030-01</b> Diesel Cooling System	<b>1-TD040-01</b> Diesel Engine Turbochargers	<b>1-TD055-01</b> Compression and Exhaust Brake Systems - Engine Retarder	<b>1-TD111-01</b> GM Duramax - 6.6L	<b>1-TD111-02</b> GM Duramax - LBZ & LMM
<b>1-TD121-01</b> Ford Powerstroke - 7.3L	<b>1-TD121-02</b> Ford Powerstroke - 6.0L	<b>1-TD131-01</b> Dodge Cummins - 5.9 L	<b>1-TD131-02</b> Dodge Cummins - 6.7L	<b>1-TD150-01</b> Electronic Unit Injector (EUI)	<b>1-TD155-01</b> Hydraulically Actuated Electronic Unit Injector (HEUI)
<b>1-TD160-01</b> Common Rail Systems (CR)					

**Truck Drivetrain Specialist**

<b>1-TP001-01</b> Driveline Diagnosis	<b>1-TP002-01</b> Vibration Diagnosis	<b>1-TP010-01</b> Clutches	<b>1-TP020-01</b> Manual Transmission Diagnosis	<b>1-TP031-01</b> Differentials	<b>1-TP032-01</b> Limited Slip and Locking Differentials
<b>1-TP050-01</b> Mechanical Four Wheel Drive Systems	<b>1-TP051-01</b> Electrical Four Wheel Drive Systems - Module One	<b>1-TP051-02</b> Electrical Four Wheel Drive Systems - Module Two	<b>1-TP051-03</b> Electrical Four Wheel Drive Systems - Module Three	<b>1-TP055-01</b> Introduction to Automatic Transmissions - Module One	<b>1-TP055-02</b> Introduction to Automatic Transmissions - Module Two
<b>1-TP060-01</b> Allison Transmission Diagnosis - Module 1	<b>1-TP060-02</b> Allison Transmission Diagnosis - Module 2	<b>1-TP065-01</b> GM Transmission Electrical Diagnosis	<b>1-TP066-01</b> Ford Transmission Electrical Diagnosis		

**Truck Electrical Accessories Specialist**

<b>1-TA001-01</b> Single and Dual Charging Systems	<b>1-TA002-01</b> Gauge Diagnosis	<b>1-TA005-01</b> Electrical Diagnosis	<b>1-TA025-01</b> Accessory Lighting	<b>1-TA030-01</b> Electrical Accessories - Module One	<b>1-TA030-02</b> Electrical Accessories - Module Two
<b>1-TA035-01</b> Supplemental Restraint Systems	<b>1-TA040-01</b> Vehicle Computer Systems and Programming				

**Truck Gasoline Engines Specialist**

<b>1-TG111-01</b> General Motors Gasoline Engines - 6.0L, 6.2L & 8.1L	<b>1-TG111-02</b> General Motors Gasoline Engines - GEN IV	<b>1-TG121-01</b> Ford Gasoline Engines - 5.4 - 6.8L	<b>1-TG131-01</b> Dodge Gasoline Engines	<b>1-TG221-01</b> Toyota Gasoline Engines - 4.7L - 5.7L	<b>1-TG251-01</b> Nissan Gasoline Engines - 5.6L
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**Truck Inspection and Maintenance Specialist**

<b>1-TM001-01</b> Maintenance
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**Pre-apprenticeship Staff**

<b>1-K005-01</b> Introduction to Shop Safety	<b>1-K035-01</b> Automobile Fundamentals - Module One	<b>1-K045-01</b> Automotive Filters	<b>1-K050-01</b> Introduction to Vehicle Lifting	<b>1-K055-01</b> Shop Equipment Basics - Module One	<b>1-K055-02</b> Shop Equipment Basics - Module Two
<b>1-K080-01</b> Service Information, Procedures and Documentation	<b>1-K090-01</b> Automotive Fluids	<b>1-K101-01</b> Vehicle Inspection Basics	<b>1-K105-01</b> Preventive Maintenance Basics	<b>1-K205-01</b> Oil and Filter Change Basics	<b>1-K215-01</b> Belts Basics
<b>1-K305-01</b> Tire Basics	<b>1-K306-01</b> Tire Service	<b>1-K501-01</b> Electrical Fundamentals	<b>1-K505-01</b> Battery Basics		

**Business Management**

<p><b>1-M010-01</b> Human Resources Management - Module One</p>	<p><b>1-M010-02</b> Human Resources Management - Module Two</p>	<p><b>1-M012-01</b> New Employee Orientation</p>	<p><b>1-M013-01</b> Managing the Generations</p>	<p><b>1-M020-01</b> Recruiting &amp; Selecting Employees</p>	<p><b>1-M021-01</b> Integrating &amp; Motivating Employees</p>
<p><b>1-M022-01</b> Disciplining &amp; Terminating Employees</p>	<p><b>1-M023-01</b> Managing Employees Strategically</p>	<p><b>1-M024-01</b> Coaching</p>	<p><b>1-M026-01</b> Empowerment</p>	<p><b>1-M030-01</b> Working in a Family Business</p>	<p><b>1-M040-01</b> Hiring Excellent Employees - Module One</p>
<p><b>1-M040-02</b> Hiring Excellent Employees - Module Two</p>	<p><b>1-M041-01</b> Retaining Excellent Employees</p>	<p><b>1-M042-01</b> Creating a Motivating Environment</p>	<p><b>1-M044-01</b> Teamwork</p>	<p><b>1-M046-01</b> Handling Difficult People</p>	<p><b>1-M050-01</b> Writing A Business Plan</p>
<p><b>1-M060-01</b> Time Management</p>	<p><b>1-M065-01</b> Training - The Road to Success</p>				

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**Computers**

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**1-GC020-01**

Computer Basics

**1-GC021-01**

Online Research

**1-GC022-01**

Online Transactions

**1-GC030-01**Web Site Planning /  
Evaluation**1-GC031-01**Search Engine  
Optimization**1-K100-01**Microsoft Office -  
Introduction to Word**1-K100-02**Microsoft Office -  
Advanced Word

**Customer Relations**

<b>1-R025-01</b> Customer Service Essentials	<b>1-R030-01</b> Customer Service Skills	<b>1-R035-01</b> Creating a Culture of Customer Care - Module 1	<b>1-R035-02</b> Creating a Culture of Customer Care - Module 2	<b>1-R037-01</b> Diversity in the Work Place	<b>1-R045-01</b> Professional Phone Skills
<b>1-R055-01</b> Inspection Process	<b>1-R060-01</b> Communication	<b>1-R062-01</b> Relationship Building	<b>1-RC050-01</b> Technical Information for Frontline Staff - Module One	<b>1-RC050-02</b> Technical Information for Frontline Staff - Module Two	<b>1-RC050-03</b> Technical Information for Frontline Staff - Module Three
<b>1-RC050-04</b> Technical Information for Frontline Staff - Module Four	<b>1-RC050-05</b> Technical Information for Frontline Staff - Module Five	<b>1-RC051-01</b> Technical Information for Frontline Truck Staff -Engines	<b>1-RC051-02</b> Technical Information for Frontline Truck Staff -Chassis		

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<p><b>1-L007-01</b> Family Law - The Ties That Bind</p>	<p><b>1-L007-02</b> Family Law - Child and Spousal Support</p>	<p><b>1-L008-01</b> Asset and Share Perspectives</p>	<p><b>1-L009-01</b> Employment Standards &amp; Related Legislation</p>	<p><b>1-L010-01</b> Consumer Protection Legislation</p>	<p><b>1-L010-02</b> Privacy and Protection in the Marketplace</p>
<p><b>1-L011-01</b> Business Agreements</p>	<p><b>1-L012-01</b> Equipment Leasing</p>	<p><b>1-L013-01</b> Debtor &amp; Creditor Perspectives</p>	<p><b>1-L015-01</b> Dealing with the Police</p>	<p><b>1-L015-02</b> Criminal Law - The Criminal Justice System</p>	<p><b>1-L016-01</b> Motor Vehicles</p>

**Mentor Coach**

<p><b>1-M001-01</b> Applied Organizational Techniques: Module One</p>	<p><b>1-M001-02</b> Applied Organizational Techniques: Module Two</p>	<p><b>1-M001-03</b> Applied Organizational Techniques: Module Three</p>	<p><b>1-M002-01</b> Applied Communication Techniques: Module One</p>	<p><b>1-M002-02</b> Applied Communication Techniques: Module Two</p>	<p><b>1-M004-01</b> Applied Coaching Techniques: Module One</p>
<p><b>1-M004-02</b> Applied Coaching Techniques: Module Two</p>	<p><b>1-M005-01</b> Applied Mentoring Techniques</p>	<p><b>1-M006-01</b> Applied Leadership Techniques</p>	<p><b>1-M007-01</b> Applied Human Relations Techniques</p>	<p><b>1-M008-01</b> Applied Personal Development Techniques</p>	

**Office Administration**

<p><b>1-A030-01</b> Collections</p>	<p><b>1-A031-01</b> Collecting and Billing</p>
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**Operations Management**

<p><b>1-O010-01</b> Shop Flow Management</p>	<p><b>1-O020-01</b> Parts Profitability Performance Indicators</p>	<p><b>1-O030-01</b> Productivity and Profit</p>	<p><b>1-O050-01</b> Business Skills Development Workshop - Module 1</p>	<p><b>1-O050-02</b> Business Skills Development Workshop - Module 2</p>
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**Sales and Marketing****1-S002-01**Merchandising To  
Increase Sales**1-S010-01**ecoEnergy for Personal  
Vehicles: Understanding  
Fuel Consumption**1-S010-02**ecoEnergy for Personal  
Vehicles: Selling  
"Win-Win" Services**1-S020-01**Prioritizing Maintenance  
& Repairs**1-S030-01**

Selling Skills

**1-S031-01**Maximizing Your Tire  
Sales**1-S035-01**

Product Benefit Selling

**1-S038-01**

The Write Up Process

**1-S040-01**Marketing your Business  
for Success



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**3M**

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**1-CP204-01**Plastics and Composite  
Repair Systems (3M)**1-V302-01**

Respirators (3M)

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**BASF**

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**1-O120-01**Introduction to Vision  
Plus Online (BASF)**1-R210-01**Glasurit Undercoats  
(BASF)**1-R211-01**Glasurit Topcoats  
(BASF)**1-R212-01**Glasurit Clearcoats  
(BASF)**1-R213-01**Glasurit Blend-in  
Techniques (BASF)**1-R214-01**Glasurit Painting Plastic  
Parts (BASF)**1-R215-01**Glasurit Colour Sand and  
Buff (BASF)**1-R216-01**Glasurit Preparation  
(BASF)

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**CAR-O-Liner**

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**1-CS201-01**Measuring  
(CAR-O-Liner)

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**Dupont**

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**1-F041-01**Knowing Your Numbers  
(DuPont)**1-O110-01**Pre-Repair Management  
(DuPont)**1-R201-01**Automotive Refinishing  
Basics (DuPont)**1-R204-01**Troubleshooting  
(DuPont) - Module One**1-R204-02**Troubleshooting  
(DuPont) - Module Two**1-R208-01**Dupont Waterborne and  
Low VOC Finishes  
(DuPont)**1-R221-01**Waterborne Paint  
Application and Blending  
(DuPont)**1-R222-01**

Colour Theory (DuPont)

**1-R223-01**

Colour Tinting (DuPont)

**1-S201-01**

Sales (DuPont)

**1-S210-01**

Marketing (DuPont)

**1-S402-01**Damage Analysis  
(DuPont) - Module One**1-S402-02**Damage Analysis  
(DuPont) - Module Two**1-V202-01**Safety and the  
Environment (DuPont)

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**PPG**

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**1-O100-01**Cycle Time (PPG) -  
Module One**1-O100-02**Cycle Time (PPG) -  
Module Two**1-R202-01**Refinishing (PPG) -  
Module One**1-R202-02**Refinishing (PPG) -  
Module Two**1-R203-01**Colour Adjustment (PPG)  
- Module One**1-R203-02**Colour Adjustment (PPG)  
- Module Two**1-S401-01**Estimate Plus (PPG) -  
Module One**1-S401-02**Estimate Plus (PPG) -  
Module Two

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**Sherwin Williams**

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**1-S101-01**Road to Sales Success  
#1 (Sherwin Williams)**1-S101-02**Road to Sales Success  
#2 (Sherwin Williams)

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**Safety and the Environment**

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**1-V210-01**

Accessible Customer Service

**1-V250-01**

Bill 168 - Workplace Violence and Harassment

**1-V304-01**

WHMIS Workplace Hazardous Materials Information System

**1-V305-01**

WHMIS for the Collision Shop

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**Transportation of Dangerous Goods**

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**1-V310-01**

Transportation of Dangerous Goods - Module One

**1-V310-02**

Transportation of Dangerous Goods - Module Two

**Part Sales and Marketing**

<b>1-PS222-01</b> Outside Sales	<b>1-PS230-01</b> Inside Sales	<b>1-PS232-01</b> Selling Over the Phone	<b>1-PS234-01</b> Value Added Selling	<b>1-PS238-01</b> Drivers - Our Ambassadors	<b>1-PS240-01</b> Customer Retention and Maintenance
<b>1-PS245-01</b> Sales Management - Module 1	<b>1-PS245-02</b> Sales Management - Module 2	<b>1-PS250-01</b> Championing Presentations and Communications	<b>1-PS260-01</b> Organizational and Time Management Skills	<b>1-PS270-01</b> Growing your Business through Marketing	<b>1-PS270-02</b> Targeted Marketing
<b>1-PS275-01</b> Maximizing the Installer Business	<b>1-PS280-01</b> Developing Company Culture	<b>1-PS300-01</b> Keys to Success - An Industry Perspective	<b>1-PS320-01</b> Transitioning your Business to the Next Generation	<b>1-S220-01</b> Inside Sales for Jobber Facilities	<b>1-S221-01</b> Outside Sales For Jobber Facilities - Module One
<b>1-S221-02</b> Outside Sales For Jobber Facilities - Module Two					