



### **Generalist**

#### **FCAL**

**EMEA - Sales Channel Training & Competency Program** 

#### General Module(s)

What is Metrology
What is Calibration
Why Calibrate?
Drivers for Calibration

Traceability & Traceability Pyramid
Lab Hierarchy
Basic Specmanship / Reading Specs
Role & Use of TUR's

Role of Software

Value Added Selling (Mainframes, Options, Accessories, CarePlans and MET/SUPPORT Plans)

1st LEVEL TEST



# **The FCAL Master Class - Level 2**



Calibration

## **Expert**

TCAL	l				
Introduction to temperature	Ī				
What is it, units (°C & K - why K)	Г				
Zeroth law - stability/equilibrium	Г				
Introduction to ITS90	Г				
The Traceability Pyramid & Our Products	Г				
Standards - References	Г				
	Г				
Working standards / Calibrators	Г				
Read-outs	Г				
Our top Running Products	Г				
How to Demo our top running products	Г				
Market segments	Г				
Importance of MWs - technically & marketing	Г				
	Г				
Competition	Г				
Software					
	Г				
Find your way around on the Sales support sites					
https/support.fluke.com					
http://www.flukepartnerportal.com/					
	Г				
Uncertainty calculations in TCAL					
The Total Solution					
How we group TCAL products - heat sources, probes etc					
A typical Example					
Case Study to develop a Total Solution	L				
Value Added Selling	L				
Prepare a quote					
1					

ECAL						
The Traceability Pyramid & Our Products						
Standards - References  Working standards / Calibrators						
working standards / Calibrators  DMMs						
Our top Running Products						
How to Demo our top running products						
Market segments						
Competition						
Software						
Find your way around on the Sales support sites						
https/support.fluke.com						
http://www.flukepartnerportal.com/						
Uncertainty calculations in ECAL						
The Total Solution						
A typical Example						
Case Study to develop a Total Solution						
Value Added Selling						
Prepare a quote						
2nd LEVEL TEST						

PCAL		
The Traceability Pyramid & Our Products	_	Our Asse
Piston Gauges		
Dead weight testers		
Pressure calibrators/controllers		
Barometers & Air Data		
Our top Running Products		
· · · · · · · · · · · · · · · · · · ·		
How to Demo our top running products		
Market segments		
Using the Price List Tool		9
Competition		
Software		
Find your way around on the Sales support sites		Find your way
https/support.fluke.com		h
http://www.flukepartnerportal.com/		http://w
Uncertainty calculations in PCAL		Unce
The Total Solution		
A typical Example		
Case Study to develop a Total Solution		Case Stu
Value Added Selling		
Prepare a quote		
2nd LEVEL TEST		

	Software				
	Our Asset Mgt & Lab Automation S/W				
	MET/CAL				
	MET/TEAM				
	MET/TEMP				
	Compass				
	CIT				
	How to Demo our S/W				
	Setting up a quotation Competition				
Fi	nd your way around on the Sales support sites				
	https/support.fluke.com				
	http://www.flukepartnerportal.com/				
	Uncertainty calculations in S/W				
	The Total Solution				
	A typical Example				
	Case Study to develop a Total Solution				
	Value Added Selling				
	Prepare a quote				
	<b>+</b>				
	2nd LEVEL TEST				

Software



# **The FCAL Master Class - Level 3**



**Calibration** 

## **Champion**

TCAL	ECAL	PCAL	Software
Maturian Definitions 9 Tomorrals	Maturia de Definitione () Tempinale de	Maturia de Definitione 9 Terreio el en .	Understanding Coftware Characters
Metrology Definitions & Terminology	Metrology Definitions & Terminology	Metrology Definitions & Terminology	Understanding Software Structure
SI Units	SI Units	SI Units	Installing Software
Uncertainty calculations in high level TCAL apps	Uncertainty calculations in high level ECAL apps	Uncertainty calculations in high level PCAL apps	Uncertainty calculations in high level apps
Accreditied / non accredited	Accreditied / non accredited	Accreditied / non accredited	Accreditied / non accredited
Uncertainty calculations in S/W	Uncertainty calculations in S/W	Uncertainty calculations in S/W	Uncertainty calculations in S/W
, and the second second	, i	, in the second	Perform introduction training
The Traceability Pyramid & Our Products	The Traceability Pyramid & Our Products	The Traceability Pyramid & Our Products	The Traceability Pyramid & Our Products
Standards - References	Standards - References	Piston Gauges	MET/CAL
Working standards / Calibrators	Working standards / Calibrators	Dead weight testers	MET/TEAM
Read-outs	DMMs	Pressure calibrators/controllers	MET/TEMP
		Barometers & Air Data	Compass
Competition	Competition	Competition	
The Total Solution	The Total Solution	The Total Solution	The Total Solution
A typical Example	A typical Example	A typical Exemple	A typical Example
Case Study to develop a Total Solution	Case Study to develop a Total Solution	Case Study to develop a Total Solution	Case Study to develop a Total Solution
Value Added Selling	Value Added Selling	Value Added Selling	Value Added Selling
•	•	<b>*</b>	<b>*</b>
3rd LEVEL TEST	3rd LEVEL TEST	3rd LEVEL TEST	3rd LEVEL TEST



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