

1/ Learning Path – Trailer Essentials

Audience: all employees --- To be confirmed

DESCRIPTION TO GO ON USSLEARN PRIOR TO START

See 00_description for learning path.docx

Finalized

01

Restroom Trailers

- Product Overview
- Description
- Usage/Application
- Sizes
- Classes/Series and their features
- Knowledge Checks

Finalized

02

Shower and Combos Trailers

- Product Overview
- Description
- Usage/Application
- Sizes
- Classes/Series and their features
- Knowledge Checks

In Progress

04

Laundry Trailers

- Product Overview
- Description
- Usage/Application
- Sizes
- Classes/Series and their features
- Knowledge Checks

03

Hand Wash Trailers

- Product Overview
- Description
- Usage/Application
- Sizes
- Classes/Series and their features
- Knowledge Checks

05

Final exam / Quiz

10 questions 80% correct to pass

OR

2-3 KC with 100% passing then 5 questions end of learning path with 80% correct to pass

06

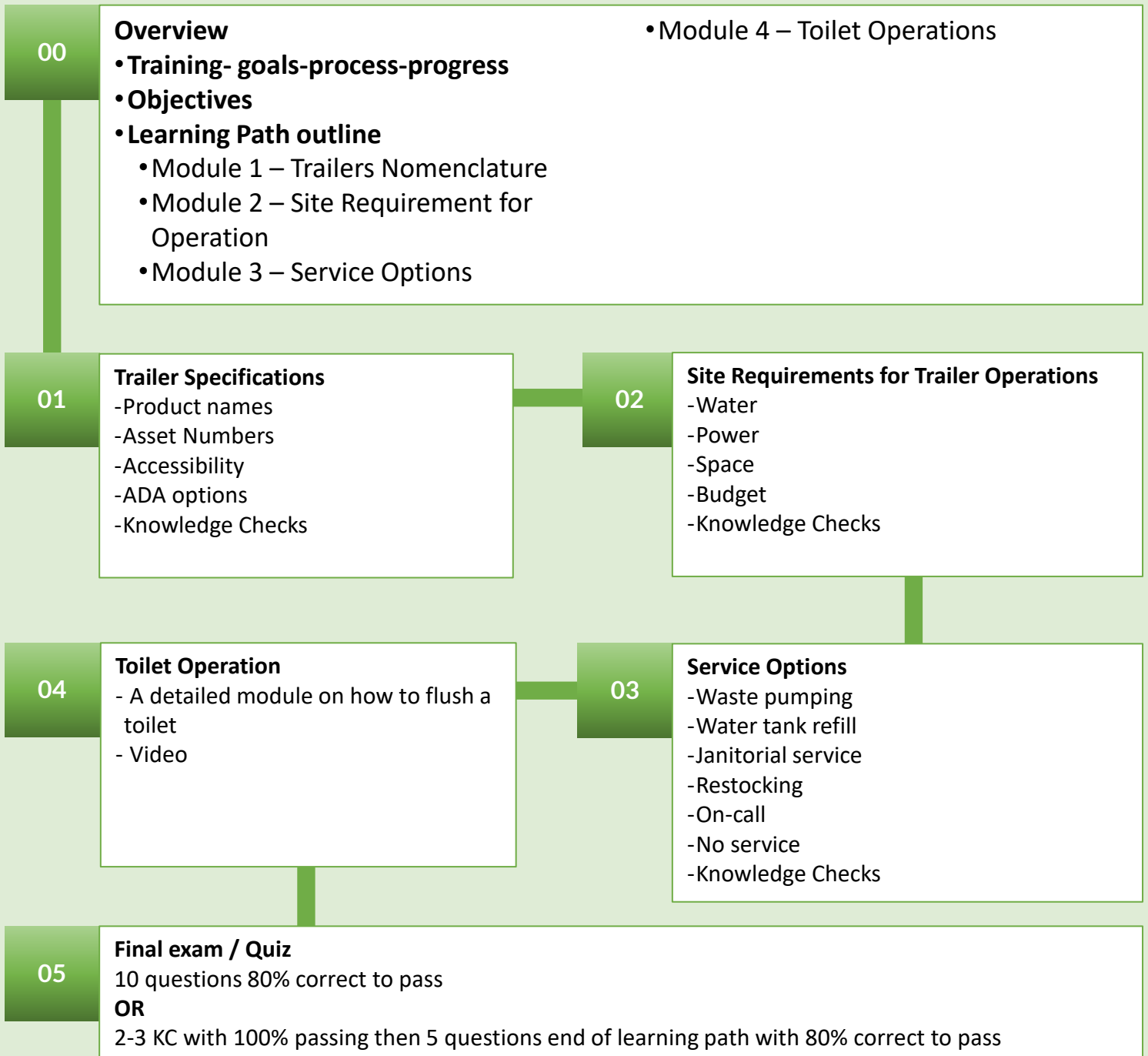
Survey

TBD

2/ Learning Path – Trailer Specifications & Usage

Audience: Sales Force, customer care rep, Technicians, Installers

NOT FINALIZED



3/ Learning Path – Selling Trailers

Audience: Sales Force, customer care rep

NOT FINALIZED

Overview

- **Training- goals-process-progress**
- **Objectives**
- **Learning Path outline**
 - Top reasons to sell trailers
 - Calculating trailer size, quantity and services needed
 - Availability, Quoting and Reservations
 - Pricing
- **Practice scenarios**