

# CM Dealer Training

## 3 Day Training

### Day 1

8:30 – 9:00	Welcome and Introduction to Caterpillar Motoren	A. Schlapkohl
9:00 – 9:30	Introduction from Dealer / Expectations to Training	Dealer
9:30 – 10:50	CM Products in General / Product Portfolio	B. Wagener
Break 10 minutes		
11:00 – 12:00	Organization in Kiel / Quoting Process	A. Schlapkohl
12:00 – 13:00	Lunch Break	
13.00 – 14.30	PAR Process / Ordering	A. Schlapkohl
Break 10 minutes		
14:40 – 16:30	Introduction to CSQ (Customer Solution Quoter) / Basics to Main Model and Sub Model in EOMP	A. Schlapkohl B. Wagener
16:30 – 17:00	Summary / Discussion	All

### Day 2

8:30 – 9:00	Wrap Up of the Day Before	A. Schlapkohl
9:00 – 10:50	Application & Installation CM Products for Land Base Power Plants (Part 1)	B. Wagener
Break 10 minutes		
11:00 – 12:00	Life Cycle Management / Total costs of ownership	B. Wagener
12:00 – 13:00	Lunch break	
13:00 – 14:00	Application & Installation CM Products for Land Base Power Plants (Part 2)	B. Wagener
14:00 – 14:50	Engine Rating Tool	B. Wagener
Break 10 minutes		
15:00 – 16:00	Exercise: Create a Quote in CSQ	B. Wagener
16:00 – 17:00	Project Opportunities / Discussion / Summary	All

### Day 3

8:00 – 8:30	Wrap Up of the Day Before	A. Schlapkohl
8:30 – 9:30	Exercise: Select the correct CM engine size with the engine rating tool for land base applications	B. Wagener All
9:30 – 12:00	Exercise: Create a CSQ Quote and request PAR items, release technical specification and price sheet	B. Wagener All
12:00 – 12:30	Outlook / Discussion / Summary	All