North American Sales

New Hire Training Plan

Course Category and Title	Format	Eaton University Course Code	Duration	Recommended or Supplemental	Completion
Orientation *Activities are to be completed as directed by local management (ideally in the first 3 months) and are in addition to those already required by your branch location.*					
Eaton Fundamentals					
My.Eaton: Doing Business with Eaton	Online	EDULAMES02	5 minutes	**Recommended**	❑
My.Eaton: New Product Launches	Online	EDULAMES01	5 minutes	**Recommended**	❑
My.Eaton: Selling Resources	Online	EDULAMES03	5 minutes	**Recommended**	❑
Product Fundamentals					
101 Basics Series: Fundamentals of Circuit Breakers	Online	EDULA101S01	25 minutes	**Recommended**	❑
101 Basics Series: Fundamentals of Electrical Diagrams and Symbols	Online	EDULA101S25	25 minutes	**Recommended**	❑
101 Basics Series: Fundamentals of Electrical Distribution	Online	EDULA101S02	25 minutes	**Recommended**	❑
101 Basics Series: Fundamentals of Electricity	Online	EDULA101S03	25 minutes	**Recommended**	❑
101 Basics Series: Fundamentals of Motors	Online	EDULA101S20	25 minutes	**Supplemental**	❑
Introduction to Eaton's Electrical Products	Instructor-led	EDUAGIEEP1	1.5 days	**Supplemental**	❑
Job Aids, Learning Games, Audio and Video Podcasts	Web	Eaton University is accessed at the My.Eaton website.	Job aides	**Supplemental**	❑
UPS Fundamentals	Online	PQDEUUPSF	30 minutes	**Supplemental**	❑
System Fundamentals					
Bid Manager 100: Introduction to Bid Manager	Online	EUBMITBM1	25 minutes	**Recommended**	❑
Bid Manager 200: Intermediate Bid Manager	Online	EUBMITBM2	25 minutes	**Recommended**	❑
Introduction to Vistaline on the Web	Online	EGITAVO100WU1	20 minutes	**Recommended**	❑
201 Series: Power-R-Stock and PROS	Online	EDULD201S20	30 minutes	**Supplemental**	❑
201 Series: Rebate Audit Program for Distributors	Online	EDULD201S27	25 minutes	**Supplemental**	❑
Total Duration: Instructor-led 1.5 days, Online 4 hours, 55 minutes					

■ **Recommended** Courses are part of your core training plan. Completion is recommended.

■ **Supplemental** Courses can broaden sales opportunities. Completion should be discussed with your manager.

Powering Business Worldwide