



PANDUIT®
infrastructure for a connected world

NI

Network Infrastructure Training Course Catalog

Version 2.0

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General Information

This course catalog lists Panduit's course offerings from the Network Infrastructure Business Unit. The catalog is divided into the following topic sections:

1. Network Infrastructure Products
2. Network Infrastructure Solutions
3. Network Infrastructure Essentials
4. Enterprise
5. Data Center
6. Industrial Network

Each of these sections contain a list of courses that pertains to that topic. Details for each course contain the following information:

- Description with Prerequisite Requirements (where applicable)
- Audience Level Recommendations
- Mode of Delivery
- Target Audience
- Course Duration
- Available Languages
- Course Links (where applicable)

As you review, keep in mind that course offerings may be subject to change. For specific details on course offerings or upcoming training events, please contact a Panduit representative.

Network Infrastructure Products

The courses listed in this section cover the features and benefits, target market, and value proposition of select Panduit Network Infrastructure products.

Panduit Unshielded Copper Cabling

Description: This course is designed for Panduit salespeople, distributor, and rep firms desiring to learn detailed information about Panduit's unshielded copper cable offering. Topics covered will range from high level technical information, sales differentiators, vertical markets and ordering information. This is a course for a student who truly wishes to differentiate themselves as a top Panduit sales rep.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 5 minutes

Available Languages: English

Course Link: Click [HERE](#) to access the course in English.

Panduit OSP Copper Cable Offering

Description: This course is designed for Panduit salespeople, distributor, and rep firms desiring to learn detailed information about Panduit's OSP copper cable offering. Topics covered will range from high level technical information, sales differentiators, vertical markets and ordering information. This is a course for a student who truly wishes to differentiate themselves as a top Panduit sales rep.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 5 minutes

Available Languages: English

Course Link: Click [HERE](#) to access the course in English.

Panduit FiberRunner Cable Routing System Offering

Description: This course is designed for Panduit salespeople, distributors, and rep firms desiring to learn detailed information about Panduit's FiberRunner Cable Routing System product offering. Topics covered will range from high level technical information, sales differentiators, vertical markets, and ordering information. This is a course for a student who truly wishes to differentiate themselves as a top Panduit sales representative.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 5 minutes

Available Languages: English

Course Link: Click [HERE](#) to access the course in English.

Panduit TX6A Copper Cable Offering

Description: This course is designed for Panduit salespeople, distributor, and rep firms desiring to learn detailed information about Panduit's TX6A copper cable offering. Topics covered will range from high level technical information, sales differentiators, vertical markets and ordering information. This is a course for a student who truly wishes to differentiate themselves as a top Panduit sales rep.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 5 minutes

Available Languages: English

Course Link: Click [HERE](#) to access the course in English.

Panduit Copper Connector Offering

Description: This course is designed for Panduit salespeople, distributor, and rep firms desiring to learn detailed information about Panduit's copper connector product offering. Topics covered will range from high level technical information, sales differentiators, vertical markets and ordering information. This is a course for a student who truly wishes to differentiate themselves as a top Panduit sales rep.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 5 minutes

Available Languages: English

Course Link: Click [HERE](#) to access the course in English.

Panduit Wyr-Grid Cable Routing System Offering

Description: This course is designed for Panduit salespeople, distributors, and rep firms desiring to learn detailed information about Panduit's Wyr-Grid Cable Routing System product offering. Topics covered will range from high level technical information, sales differentiators, vertical markets, and ordering information. This is a course for a student who truly wishes to differentiate themselves as a top Panduit sales representative.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 5 minutes

Available Languages: English

Course Link: Click [HERE](#) to access the course in English.

Panduit Fiber Optic Cable Offering

Description: This course is designed for Panduit salespeople, distributors, and rep firms desiring to learn detailed information about Panduit's Fiber Cable Product Offering. Topics covered will range from high level technical information, sales differentiations, vertical markets, and ordering information. This is a course for a student who truly wishes to differentiate themselves as a top Panduit sales representative.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 5 minutes

Available Languages: English

Course Link: Click [HERE](#) to access the course in English.

Panduit Fiber Connector Offering

Description: This course is designed for Panduit salespeople, distributors, and rep firms desiring to learn detailed information about Panduit's Fiber Connector Product Offering. Topics covered will range from high level technical information, sales differentiations, vertical markets, and ordering information. This is a course for a student who truly wishes to differentiate themselves as a top Panduit sales representative.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 5 minutes

Available Languages: English

Course Link: Click [HERE](#) to access the course in English.

Panduit OptiCam 2 Termination Tool Offering

Description: This course is designed for Panduit salespeople, distributors, and rep firms desiring to learn detailed information about Panduit's OptiCam 2 Product Offering. Topics covered will range from high level technical information, sales differentiations, vertical markets, and ordering information. This is a course for a student who truly wishes to differentiate themselves as a top Panduit sales representative.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 5 minutes

Available Languages: English

Course Link: Click [HERE](#) to access the course in English.

Panduit SmartZone G5 Offering

Description: This course is designed for Panduit salespeople, distributors, and rep firms desiring to learn detailed information about Panduit's SmartZone G5 Product Offering. Topics covered will range from high level technical information, sales differentiations, vertical markets, and ordering information. This is a course for a student who truly wishes to differentiate themselves as a top Panduit sales representative.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 5 minutes

Available Languages: English

Course Link: Click [HERE](#) to access the course in English.

Panduit Net-Access Cabinet Offering

Description: This course is designed for Panduit salespeople, distributors, and rep firms desiring to learn detailed information about Panduit's Net-Access Cabinet Offering. Topics covered range from high level details to sales differentiators, vertical markets, and ordering information. This is a course designed for students who truly wish to differentiate themselves as top Panduit sales representatives.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 5 minutes

Available Languages: English

Course Link: Click [HERE](#) to access the course in English.

Panduit Net-Verse Cabinet Offering

Description: This course is designed for Panduit salespeople, distributors, and rep firms desiring to learn detailed information about Panduit's Net-Verse Cabinets. Topics covered range from high level technical information to sales differentiators, vertical markets, and ordering information. This a course designed for students who truly wish to differentiate themselves as top Panduit sales representatives.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 5 minutes

Available Languages: English

Course Link: Click [HERE](#) to access the course in English.

Panduit HD Flex Fiber Cabling System Offering

Description: This course is designed for Panduit salespeople, distributors, and rep firms desiring to learn detailed information about Panduit's HD Flex Fiber Cabling System Product Offering. Topics covered range from high level technical information, to sales differentiators, vertical markets, and ordering information. This is a course designed for students who truly wish to differentiate themselves as top Panduit sales representatives.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 5 minutes

Available Languages: English

Course Link: Click [HERE](#) to access the course in English.

Panduit PoE Extender Offering

Description: This course is designed for Panduit salespeople, distributors, and rep firms desiring to learn detailed information about Panduit's PoE Extender Product Offering. Topics covered will range from high level technical information, sales differentiations, vertical markets, and ordering information. This is a course for a student who truly wishes to differentiate themselves as a top Panduit sales representative.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 5 minutes

Available Languages: English

Course Link: Click [HERE](#) to access the course in English.

Panduit IndustrialNet Copper Cable Offering

Description: This course is designed for Panduit salespeople, distributor, and rep firms desiring to learn detailed information about Panduit's IndustrialNet copper cable offering. Topics covered will range from high level technical information, sales differentiators, vertical markets and ordering information. This is a course for a student who truly wishes to differentiate themselves as a top Panduit sales rep.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 5 minutes

Available Languages: English

Course Link: Click [HERE](#) to access the course in English.

Network Infrastructure Solutions

The courses listed in this section cover the features and benefits, target market, and value proposition of select Panduit Network Infrastructure products.

Why Panduit?

Description: Have you ever wondered what makes Panduit one of the top three connectivity providers in the world? In this course, you'll explore Panduit's innovative history, world-class Partner and Distributor Ecosystem, and superior technical expertise.

You'll even have the unique opportunity to take a virtual tour of Panduit's renowned Research and Development facility! This course will enable you to answer the question, "Why Panduit?"

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 45 minutes

Available Languages: English

Course Links: Click [HERE](#) to access the course in English.

Panduit Telecommunications Grounding & Bonding Solutions

Description: When customers come to Panduit for grounding & bonding, they're looking for the latest end-to-end grounding & bonding solutions to meet today's critical grounding application requirements. This course will explore grounding and bonding system components, the requirements for a proper grounding and bonding system, and Panduit's solution for a properly grounded telecommunications infrastructure.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 15 minutes

Available Languages: English

Course Links: Click [HERE](#) to access the course in English.

Panduit Copper Cabling & Connectivity Solutions

Description: Panduit offers a full line of innovative copper cabling and connectivity products that support all of today's most common IP applications. This course will explore the components that make up Panduit's copper cabling and connectivity solution including copper cabling, connectors, and physical network security products.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 15 minutes

Available Languages: English

Course Links: Click [HERE](#) to access the course in English.

Panduit Fiber Cabling & Connectivity Solutions

Description: For over 25 years, Panduit has been investing in the right fiber components, polishing techniques, adhesives, and termination kits. This course will explore the components that make up Panduit's fiber cabling & connectivity solution including fiber cabling, connectors, systems, and termination tools.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 15 minutes

Available Languages: English

Course Links: Click [HERE](#) to access the course in English.

Panduit Cable Routing System Solutions

Description: A well-engineered cable routing system costs a fraction of the potential downtime losses and day-to-day operating costs over the life of the network, thereby reducing the total cost of ownership. This course will explore Panduit's available cable routing solutions including FiberRunner, Wyr-Grid, and Surface Raceway.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 15 minutes

Available Languages: English

Course Links: Click [HERE](#) to access the course in English.

Panduit Cable Management Solutions

Description: This course will explore Panduit's comprehensive offering of vertical cable management, horizontal cable management, and rack solutions that reduce the space that is required to route, manage, and protect high cable capacities.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 15 minutes

Available Languages: English

Course Links: Click [HERE](#) to access the course in English.

Panduit Cabinet & Thermal Management Solutions

Description: Panduit's comprehensive cabinet product offering addresses cable management challenges, enhanced network reliability, optimized space utilization, and thermal efficiency. This course will explore the components that make up Panduit's cabinet and thermal management solution including data center cabinets, aisle containment, and SynapSense data center infrastructure management software.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 15 minutes

Available Languages: English

Course Links: Click [HERE](#) to access the course in English.

Panduit Power Distribution Solutions

Description: Panduit offers a full power solution to improve availability, scalability, power, cooling efficiency, and product quality, which also minimizes network downtime and increases data center productivity. This course will explore the components that make up Panduit's power distribution solutions including PDUs, intelligent hardware and accessories, and SmartZone data center infrastructure management software.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 15 minutes

Available Languages: English

Course Links: Click [HERE](#) to access the course in English.

Panduit AV Solutions

Description: Panduit's Audio Video products complement our award-winning structured cabling solution by connecting users from the classroom to the conference room and spaces in between, to provide a total quality solution. This course will explore the components that make up Panduit's AV Solution including Atlona Active Devices, Above Floor Raceway, In Wall Boxes, Table Boxes, and AV Faceplate Inserts.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 15 minutes

Available Languages: English

Course Links: Click [HERE](#) to access the course in English.

Panduit PoE Solutions

Description: In today's market, many telecommunications networks feature IP devices that require power and bandwidth to travel beyond the standard of 100 m. This course will explore Panduit's Power over Ethernet solution to reduce installation time and cost.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 15 minutes

Available Languages: English

Course Links: Click [HERE](#) to access the course in English.

Network Infrastructure Develop Online

Description: This course will enable Panduit ONE Partners to sell comprehensive Network Infrastructure solutions on Panduit's behalf. Students will begin by familiarizing themselves with the functional areas of a Network Infrastructure. Then, they will explore Panduit's available Enterprise and Data Center solutions and products, the role of these products within a telecommunications network, and the features, benefits, and applications of Panduit's top-selling Network Infrastructure products.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Sales

Estimated Completion Time: 3 hours

Available Languages: English

Course Links: Click [HERE](#) to access the course in English.

Network Infrastructure Essentials

The courses listed in this section cover fundamental Network Infrastructure industry knowledge.

Industry Standard Essentials

Description: This course provides a general overview of the relevant industry standards by region and association.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 20 minutes

Available Languages: English

Course Links: Click [HERE](#) to access the course in English.

Grounding and Bonding Essentials

Description: This course provides an overview of essential Grounding and Bonding knowledge and will explore the foundation of an effective Grounding and Bonding System. First you will review the definitions of earthing, grounding, and bonding. Then, you will explore the importance of grounding and bonding, as well as 5 critical requirements of a solid grounding and bonding system. You will also explore how grounding and bonding applies to the real-world applications of data center, enterprise, and industrial automation spaces.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 40 minutes

Available Languages: English

Course Links: Click [HERE](#) to access the course in English.

Copper Media Essentials

Description: This course provides an overview of essential copper media knowledge including data transmission speeds, copper cable construction and shielding types, industry defined performance categories, channel performance, and applications for Enterprise, Data Center, and Industrial environments.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 45 minutes

Available Languages: English

Course Link: Click [HERE](#) to access the course in English.

Copper Media Testing Essentials

Description: This course provides a high-level overview of testing copper cabling installations including the importance of certification, copper cable testing devices and parameters, and troubleshooting steps for common test failures.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 45 minutes

Available Languages: English

Course Links: Click [HERE](#) to access the course in English.

Fiber Media Essentials

Description: This course will provide a high-level overview of how fiber optic systems function, and the factors that can affect data transfer performance.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 40 minutes

Available Languages: English

Course Links: Click [HERE](#) to access the course in English.

Fiber Media Testing and Troubleshooting Essentials

Description: This course provides an overview of Fiber Media Inspection and Cleaning best practices, as well as the importance of properly inspecting and cleaning fiber optic cable.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 30 minutes

Available Languages: English

Course Links: Click [HERE](#) to access the course in English.

Fiber Media Inspection & Cleaning Essentials

Description: This course provides an overview of Fiber Media Inspection and Cleaning best practices, as well as the importance of properly inspecting and cleaning fiber optic cable.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors

Estimated Completion Time: 40 minutes

Available Languages: English

Course Links: Click [HERE](#) to access the course in English.

Network Architecture Essentials

Description: Before designing a network, you must have a basic knowledge of Network Architecture including: common types of telecommunications networks and topologies, the advantages of using an Ethernet Network as well as key differences between Data Center, Enterprise and Industrial Networks.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 30 minutes

Available Languages: English

Course Links: Click [HERE](#) to access the course in English.

Enterprise

The courses listed in this section are applicable to Enterprise opportunities and applications.

Selling Panduit AV Products

Description: This course will explore the value proposition of Panduit's AV products, as well as techniques for selling and positioning Panduit's AV product line.

Audience Level Recommendation: Beginner, Intermediate

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors

Estimated Completion Time: 15 minutes

Available Languages: English

Course Links: Click [HERE](#) to access the course in English.

Selling Panduit PoE Products

Description: This course will explore the value proposition of Panduit's PoE products, as well as techniques for selling and positioning Panduit's PoE product line.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors

Estimated Completion Time: 15 minutes

Available Languages: English

Course Links: Click [HERE](#) to access the course in English.

Network Infrastructure Cabling Deploy Online

Description: This course will enable participants to identify industry standards and best practices for deploying a structured cabling system in Enterprise and Industrial environments. Learners will explore labeling, grounding and bonding, pathway installation, cable management, and the termination, testing, and troubleshooting of Panduit's top-selling copper and fiber connectors.

Audience Level Recommendation: Intermediate

Training Delivery Method: Online

Audience: Installers

Estimated Completion Time: 1 hour 15 minutes

Available Languages: English

Course Links: Click [HERE](#) to access the course in English.

Data Center

The courses listed in this section are applicable to both Data Center Physical Infrastructure (DCPI) and Data Center Infrastructure Management (DCIM) opportunities and applications.

Data Center Physical Infrastructure Assessment Process

Description: This course will offer an overview of Panduit's Physical Infrastructure assessment process including a description of each of the seven functional areas of a data center assessment.

Audience Level Recommendation: Beginner, Intermediate

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 15 minutes

Available Languages: English

Course Links: Click [HERE](#) to access the course in English.

Thermal Assessments for Data Centers

Description: This course provides an overview of Panduit's Thermal Assessment and Optimization Services, and examines the benefits of deploying them in data centers.

Audience Level Recommendation: Intermediate

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 20 minutes

Available Languages: English

Course Links: Click [HERE](#) to access the course in English.

SmartZone G3 Hardware Installation

Description: This course takes you through the installation of Panduit SmartZone G3 Hardware following Panduit's best practices and industry standards.

Audience Level Recommendation: Intermediate

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 40 minutes

Available Languages: English

Course Links: Click [HERE](#) to access the course in English.

SmartZone G5 Hardware Installation

Description: This course is part of the Partner One Program Data Center Physical Infrastructure Deploy Certification and covers the installation of a selection of Panduit's Generation 5 (G5) SmartZone products.

Audience Level Recommendation: Intermediate

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 65 minutes

Available Languages: English

Course Links: Click [HERE](#) to access the course in English.

Data Center Design Solutions

Description: This course will take you through several data center customer scenarios and build an applicable Panduit solution to address client needs.

Audience Level Recommendation: Intermediate

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 40 minutes

Available Languages: English

Course Links: Click [HERE](#) to access the course in English.

Industrial Network

The courses listed in this section are applicable to Industrial Network opportunities and applications.

Control Panel Optimization

Description: This course discusses problems that electrical noise creates in the control enclosure, design techniques that can be applied to the layout of the control enclosure, and products that can mitigate the noise and optimize the space in the enclosure.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 30 minutes

Available Languages: English

Course Links: Click [HERE](#) to access the course in English.

Panduit Industrial Network Distributor Program (PIN)

Description: Panduit's Industrial Network Infrastructure Distributor Program (PIN) provides the training required to become a Certified Panduit Industrial Network Specialist (PIN). A PIN Specialist is a champion of Panduit's value proposition, has a thorough understanding of the commercial and physical capabilities of Panduit's networking infrastructure products, and can explain the sales role they play in an industrial opportunity to enable lead generation and basic product support from a product distributor.

Audience Level Recommendation: Advanced

Training Delivery Method: ILT

Audience: Partners, Rep Firms, Distributors

Estimated Completion Time: 3 Days

Available Languages: English

Panduit for Industrial Automation Infrastructure (PIN) VILT

Description: Panduit's Virtual Instructor Led Training (VILT) for the Industrial Network Infrastructure Distributor Program (PIN) provides the essential training required to become a Certified Panduit Industrial Network Specialist (PIN). A PIN Specialist is a champion of Panduit's value proposition, has a thorough understanding of the commercial and physical capabilities of Panduit's networking infrastructure products, and can explain the sales role they play in an industrial opportunity to enable lead generation and basic product support from a product distributor.

Audience Level Recommendation: Advanced

Training Delivery Method: VILT

Audience: Rep Firms, Distributors

Estimated Completion Time: 5 days

Available Languages: English

Industrial Network Infrastructure Develop Online

Description: This course provides a way to certify for Panduit's Industrial Network Infrastructure (INI) Develop Certification track. The course is designed to provide insight on the conversation necessary to gain access to conduct a plant walk-through and assess a customers site. Utilizing the 7 areas of assessment, the participant will learn how to identify elements of the network infrastructure that could cause, or is currently causing, network issues. Then, using observations found in the assessment, they will be able to communicate the value associated with following industry standards and best practices to ensure network stability and growth.

Audience Level Recommendation: Beginner, Intermediate

Training Delivery Method: Online

Audience: Sales

Estimated Completion Time: 1 hour 30 minutes

Available Languages: English

Course Links: Click [HERE](#) to access the course in English.