



Fieldbus for Sales and Marketing Professionals

Course Description

This course is primarily for people marketing or selling fieldbus devices. The focus is on selling the technology and how to compare to other products. By the end of the course the participant will be able to demonstrate fieldbus technology and answer commonly asked questions.

Course Outline

- Detailed concepts and applications of the terminology related to FF technology
- Information necessary to communicate with potential customers
- Comparison to other technologies
- Physical Layer considerations including Intrinsically Safe systems
- Installation issues including power requirements, termination, shielding, topology, and FF specific wiring practices
- Basic communication mechanisms
- Control strategies, loop configurations, and device types used in target segments.
- FF Function Blocks with focus on the most common blocks.
- Differences between registered and custom blocks
- Device comparison techniques
- Hands-on training with fieldbus instruments.
- Demonstrating H1 devices for users
- Diagnostics available from the devices and special features of fieldbus

Background and Prerequisites

The course assumes little or no knowledge of FF, but participants should be familiar with process control. Review of the Fieldbus Inc. Fieldbus Primer would help prepare the user to understand concepts

Why Fieldbus Inc.

- Trainers are FOUNDATION fieldbus experts (minimum 10 years of Fieldbus experience)
- Small Class size (limited to 6 students)
- Trainers have field experience and process control backgrounds

Course Length: 2 days

Course Cost: \$1,325.00 per student (course materials and lunches included)

Location: FI Training Center in Austin, Texas

Dates: 14-15 April 2009
27-28 October 2009