



## **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.**

- FI has unparalleled experience in
  - Foundation Fieldbus
  - Device Development
  - Process Control
  - Field Service - Trouble-shooting
  - Training
- FI has unique insight into the Fieldbus technology due to our involvement in the
  - Development and maintenance of the Fieldbus specifications
  - Formation and Management of the ISP Foundation
  - Formation of the Fieldbus Foundation

**Course Length:** 2 days

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

**Location:** FI Training Center in Austin, Texas

**Dates:** 20-21 May 2008  
11-12 November 2008