

The goal of this self-paced course is to increase the student's basic knowledge of the manufacturing industry.

**STUDENT PROFILE:**

CSO sales reps and PSO Consultants who call on manufacturing companies.

**PREREQUISITES:**

None

**STUDENT PERFORMANCE OBJECTIVES:**

Upon completion of this course, students will be able to:

- o Describe the current issues and trends in manufacturing (e.g. emerging technologies and methodologies, international considerations).
- o Describe common organizational structures or functions within the manufacturing industry.
- o Describe typical manufacturing functions' critical success factors, obstacles, and the business implications of those obstacles.
- o Describe the different types of manufacturing in terms of volume, mix and complexity of product considerations.
- o Describe all application areas in manufacturing (e.g. quality control, cell control, inventory management).
- o Recognize typical manufacturing problems.

**COURSE OUTLINE:**

- Unit 1: Types of Companies
- Unit 2: Trends in Manufacturing
- Unit 3: The Manufacturing Organization
- Unit 4: The Manufacturing Process
- Unit 5: Manufacturing Initiatives
- Unit 6: Seven Problem Areas in Manufacturing

**TESTING PROCESS:**

Self-Assessment Test included in the workbook. To access Mastery Test, send an HPDesk message:

To: Fieldtest ADMIN

Subject: SR130

A score of 80% or better represents satisfactory completion.

FORMAT: Self-paced workbook  
LOCATION: Not applicable  
LENGTH: 4 Hours  
AVAILABILITY: 5/90  
LANGUAGE: English  
EQUIPMENT: None  
CLASS SIZE: Not applicable  
ORDERING INFO: Heart I-2 Order from Support Materials Organization  
(SMO/C200), Roseville, CA Part # 22894-90001  
QUESTIONS: Contact your Sales Force Program Manager or Country  
Education Manager  
PROJECT MGR: Ann Shuman Telnet/508 436-5079