



The following list of NAED courses will help in the preparation to become a Certified Electrical Professional. Visit www.naed.org or www.naedlearningcenter.org to learn more about each course.

NAED Industry Specific Courses

- Advanced Inside Sales (IS)
- Certified Sales Professional (IS, OS)
- EDGE (IS, OS)
 1. Fundamentals of Electricity
 2. Electrical & Systems Products
 3. Apparatus Products
 4. Lamps & Lighting Products
- EPEC (IS, OS)
 - Bronze
 1. Introduction to Electrical Products
 2. Residential
 3. Light
 4. Commercial & Outdoor
 - Silver
 1. Lighting
 2. Load Considerations
 3. Industrial Machinery
 4. Hostile & Hazardous Environments
 - Gold
 1. Delivering Quality Power
 2. Controllers, Relays, & Drives
 3. Energy Management
- Selling Green 101 Series
- Managing Customer Profitability (IS, OS)
 1. Don't Be a Fool—Use the PAR Tool
 2. The Death of the 80/20 Rule
 3. Can't We Just Sell More?
 4. Driving Higher Profits with Customer Planning
 5. Wrap-Up Question & Answer Session
- Maximize Your Profit Power (IS, OS)
- New Directions in Inside Sales (IS)
- Profit Talk 101 (IS, OS)
 1. Anatomy of a Successful Sales Call
 2. Negotiating Skills for Success
- University of Industrial Distribution (OS)
- VDV (IS, OS)
 1. Introduction to Communications
 2. Copper Communications
 3. Fiber Optic Communications
 4. Cable Pathways, Cable Management & Closet
 5. Electronics, Telephony, and Sound Systems

OS – Outside Sales, IS – Inside Sales

Supporting Courses

- Active Listening
- Asking Questions, Winning Sales
- Articulating a Vision
- Being a Team Player
- Breakthrough Customer Service
- Building Better Customer Relationships
- Communication Essentials
- Conflict Resolution
- Delivering Winning Presentations
- Diversity
- Effective Change Management
- Effective Feedback
- Effective Negotiation
- Excel
- Giving Clear Information
- Identifying & Solving Problems
- Interpersonal Behavior Patterns: 1
- Interpersonal Behavior Patterns: 2
- Listening & Organizing
- Making Decisions, Weighing Risk
- Microsoft Windows
- Outlook
- Partner Selling Series
- Planning & Scheduling Work
- Preparing Effective Presentations
- PowerPoint
- Setting Goals & Standards
- Thinking Clearly & Analytically
- Time Management & Prioritizing
- Time Management in the Workplace
- Word
- Workshop in Conflict Solutions