

# 1. Market/Product Knowledge (MPK) Modules 3.29.04

Learning Module Subjects	Learning Module Components Available						
	Module # Series / Name	1. Introductory	2. Fundamental	3. Intermediate	4. Advanced	5. Coaching	6. OJT/Observe
	<b>MPK 100</b> Intro to Keithley Markets	MPK 101	MPK 102			MPK 108	
	<b>MPK 200</b> Measurement Basics		MPK 202				
	<b>MPK 1000</b> DMMs: 2000, 2010, 2002	MPK 1001	MPK 1002-1,2	MPK 1004	MPK 1006		MPK 1009
	<b>MPK 1050</b> Integra Series: 2700, 2750	MPK 1051	MPK 1052-1,2,3	MPK 1054-1,2	MPK 1056	MPK 1058	MPK 1059
	<b>MPK 1200</b> LowI/HiR: 6517, 6514, 485	MPK 1201	MPK 1202	MPK 1204	MPK 1206		MPK 1209
	<b>MPK 1250</b> LowV/LowR: 2182,2000,2750	MPK 1251	MPK 1252	MPK 1254	MPK 1256		MPK 1259
	<b>MPK 1300</b> Current/Voltage Sources: 6220/6221	MPK 1301	MPK 1302	MPK 1304	MPK 1306		
	<b>MPK 1400</b> SourceMeters: 2400s	MPK 1401	MPK 1402-1,2	MPK 1404-1,2	MPK 1406		MPK 1409
	<b>MPK 1500</b> Switching: 7XXX, 27XX	MPK 1501	MPK 1502	MPK 1504	MPK 1506		MPK 1509
	<b>MPK 1550</b> RF Switching	MPK 1551	MPK 1552	MPK 1554	MPK 1556		MPK 1559
	<b>MPK 1600</b> 4200 - SCS	MPK 1601	MPK 1602-1,2	MPK 1604-1,2,3	MPK 1606	MPK 1608	MPK 1609
	<b>MPK 1650</b> Multi-Channel/IV 4500 Mkt./Prod.	MPK 1651	MPK 1652	MPK 1654		MPK 1658	
	<b>MPK 1700</b> Plug-in Data Acquisition	MPK 1701	MPK 1702	MPK 1704			
	<b>MPK 1800</b> Parametric Test Products	MPK 1801	MPK 1802-1,2	MPK 1804-1,2	MPK 1806-1,2,3	MPK 1808	MPK 1809
	<b>MPK 2000</b> Opto-Photo Market/Products	MPK 2001	MPK 2002-1,2	MPK 2004-1,2		MPK 2008	
	<b>MPK 2100</b> Wireless Telecom Market/Products	MPK 2101	MPK 2102	MPK 2104-1,2		MPK 2108	MPK 2109
	<b>MPK 2150</b> Wireless – 28XX Market/Products	MPK 2151	MPK 2152	MPK 2154	MPK 2156	MPK 2158	MPK 2159
	<b>MPK 2200</b> Semiconductors Market/Products	MPK 2201	MPK 2202	MPK 2204		MPK 2208	MPK 2209
	<b>MPK 3000</b> Precision Measurements Markets	MPK 3001	MPK 3002			MPK 3008	
	<b>MPK 3100</b> Research & Educ. Markets	MPK 3101	MPK 3102	MPK 3104		MPK 3108	
	<b>MPK 3200</b> OEM, Sys Integration Markets	MPK 3201	MPK 3202				

## 2. Sales Knowledge and Skills Curriculum 3.29.04

Learning Module Subjects	Learning Module Components Available						
	Module # / Name	1. Introductory	2. Fundamental	3. Intermediate	4. Advanced	5. Coaching	6. OJT/Observe
	<b>SKS 100</b> Keithley Sales Model	SKS 101	SKS 102	SKS 104		SKS 108	SKS 109
	<b>SKS 200</b> Sales Process (Opportunity Mgmt)	SKS 201	SKS 202	SKS 204		SKS 208	SKS 209
	<b>SKS 300</b> Sales Call Preparation	SKS 301	SKS 302	SKS 304		SKS 308	SKS 309
	<b>SKS 400</b> Funnel Mgmt (Managing Mult Opps)	SKS 401	SKS 402	SKS 404		SKS 408	SKS 409