

1. Market/Product Knowledge (MPK) Modules 3.29.04

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

Learning Module Subjects

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
	SKS 100 Keithley Sales Model	SKS 101	SKS 102	SKS 104		SKS 108	SKS 109
	SKS 200 Sales Process (Opportunity Mgmt)	SKS 201	SKS 202	SKS 204		SKS 208	SKS 209
	SKS 300 Sales Call Preparation	SKS 301	SKS 302	SKS 304		SKS 308	SKS 309
SKS 400 Funnel Mgmt (Managing Mult Opps)	SKS 401	SKS 402	SKS 404		SKS 408	SKS 409	