

TRAINING SALES

Pro verticality course (Part 1/3) - Fall arrest, restraint and work positioning

Understand and use, to better sell Petzl systems for work at height

Access level: **000 (Novice)**

Reference: **PNA 010**

Accessing certain work stations poses a risk of falls from height. For example, an electrician on a tower, a worker doing roof maintenance... Petzl offers a range of solutions suitable for different work-at-height situations. The training puts the student in the worker's shoes, where accessing the work station poses a fall risk. This first level of training presents Petzl systems relating to restraint (preventing the worker from entering the hazard zone) and to work positioning (worker has support for their feet at the workstation). Sales advice on these products will then be much more authentic and authoritative.

Goal(s) of the training

The goal of the training is to provide the student with a good theoretical and practical understanding of work at height situations that do not involve suspension on a rope. At the end of the training, the student will be able to help advise future sales contacts on relevant, sound proposals that are tailored to the enduser's needs, for everything related to work at height situations that do not involve suspension on a rope. In particular, they will know how to distinguish use contexts (restraint, positioning, fall arrest).

Targeted skills

When this training is over the student will be able to:

- Advise potential sales contacts on an equipment solution, whether restraint, positioning or fall arrest, depending on the intended use context.
- Use Petzl.com to find precise and current technical information on a product or system (set of products) and be able to explain the essential points to a potential buyer or sales contact.
- Adapt their message and Petzl sales offering to the current regulatory context in their sales region.

- **Duration:** 2 days - 14h.
- **Valid for:** 3 years - as a guideline only, considering that annual renewal is recommended for end users (workers at height).
- **Teaching method:** hands-on workshop for 60 % of the training time. Wear clothing suitable for work at height.
- **Location:** Petzl Nordic training facility.
- **Method of learning assessment (type and proof):** workshop assessment - proof N/A.
- **Attestations and certificates:** - Attestation of attendance



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- **Practical workshops:** select a harness suitable for work that poses a fall risk, do a Partner check independently before any exposure to heights, use a fall-arrest system, use a work positioning system, use a restraint system.
- **Target group:** all levels of the Petzl sales network: PTP, technical sales reps, resellers.
- **Maximum number:** 6 persons.
- **Minimum number:** 4 persons.
- **Prerequisites:** none.
- **Access level:** **000**
Novice: I don't know enough about the equipment to use/explain it independently.

Program

- **DAY 1 morning**
 - Fall-arrest system
 - Training goals
 - Principles of precaution and risk assessment
 - What is PPE?
- **DAY 1 afternoon**
 - Information on fall protection PPE
 - Duty to advise and inform
 - Physics of a fall = basic principles
 - Fall-arrest system
 - Use of fall protection PPE
 - Learning assessment
- **DAY 2 morning**
 - Restraint and work positioning
 - Objectives of the day
 - Protection against mechanical impacts: helmets
 - Work positioning system
- **DAY 2 afternoon**
 - Information on PPE
 - Using PPE for restraint and work positioning
 - Learning assessment
 - **Review, knowledge gained and feedback on the training**