

## TRAINING SALES

### Pro verticality course (Part 2/3) - Rope access

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

Access level: **000 (Novice)**

Reference: **PNA 011**

Restoring a bell tower, cleaning the windows of a building, constructing a viaduct, maintaining wind turbines... so many jobs that are done at height and on ropes. Petzl offers solutions that are specifically designed for work at height. This training puts the participant in the rope access worker's shoes, for two days. This gives the student a little experience of working at height and a chance to test the efficacy of Petzl solutions. 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 rope-access work situations. At the end of the training, the student will be able to advise future sales contacts on relevant, sound proposals that are tailored to the enduser's needs.

### Targeted skills

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

- Advise potential sales contacts on an equipment solution for rope access work, suitable for the use context (selected from the Petzl line).
- 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.
- Use systems for rope access work, while following technical guidelines and safety rules.

- **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 on rope.
- **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 rope access work, do a Partner check independently before any exposure to heights, do a rope ascent, do a rope descent, do a rope-to-rope transfer at height.
- **Target group:** all levels of the Petzl sales network: PTP, technical sales reps, resellers.
- **Maximum number:** 6 persons.
- **Minimum number:** 4 persons.
- **Prerequisites:** have completed Sales training: verticality pro 1/3.
- **Access level:** 000  
Novice: I don't know enough about the equipment to use/explain it independently.

## Program

- **DAY 1 morning**
  - Presentation of training objectives
  - The rope access worker's trade - generalities
  - Regulatory framework
  - Training and certification
  - Risk assessment
  - Physics of a fall
  - Equipment for work at height
  - Practical workshops: testing equipment for work at height
- **DAY 1 afternoon**
  - Practical workshop (continued): testing equipment for work at height
  - Anchor points - anchors
  - Learning assessment (self-assessment)
- **DAY 2 morning**
  - First-day debriefing and presentation of D2 objectives
  - Hauling and pulley systems: technique and equipment
  - Accessories and other equipment
  - Rescuing a co-worker
  - Questions / answers on the morning session
- **DAY 2 afternoon**
  - Practical workshop: rescuing a co-worker
  - **Review, accomplishments and assessment of the training**