



SAE Corporate Learning Solutions

Know **how**. Know **better**. Know **faster**.

Corporate Learning Link e-Newsletter

SAEInternational

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Innovative learning examples, company success stories, new course offerings, and the know-how to make it all happen for your company — that's the kind of information SAE's Corporate Learning Solutions e-Newsletter promises to deliver every other month.

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"Test Drive" a Corporate Learning Solution

Wouldn't it be a huge advantage to experience exactly what your employees will learn and what material is covered in the actual seminar prior to contracting a program at your facility? Luckily, this option, called a "test drive," is readily available for you from SAE.

Late last year, for example, a multinational tier one supplier inquired about having a seminar delivered at their facility. However, because they weren't positive that its content was what they were looking for and had concerns about whether the seminar matched the experience level of their employees, we offered them a test drive. After sending two of their employees to a scheduled offering in Troy, Michigan, they reported that they were extremely satisfied and that it was what they desired. Subsequently, the in-house seminar program was scheduled and delivered at their facility. SAE deducted the registration fees for the two attendees from the total in-house presentation fee, which simply added to the overall savings of having the program delivered in-house.

"Test drives" are available on almost all SAE seminars*. To arrange for a "test drive," contact the SAE Corporate Learning Solutions hotline at 724-772-8529 or send an email to corplearn@sae.org to initiate your corporate learning

* Some hands-on courses are not eligible. Course eligibility can be verified with SAE Corporate Learning Solutions staff.

[Webinar Follow-up — The Total Learning Toolkit](#)

Did you miss our recent webinar on the The Total Learning Toolkit — SAE's New Learning Center? Get the low-down on the Learning Center's full range of capabilities including the new online e-Seminars by taking a tour from an archived Webex session.

e-Mazingly Priced Seminars

To celebrate the new and anticipated online format of six SAE e-Seminars, an introductory discount has been implemented offering "e-Mazing" prices on these

convenient and flexible learning tools.

The online format of SAE's popular classroom seminars allows individuals to access the courses via the Internet, and features full-motion video of the instructor and synchronized presentation slides. Upon completion of an online post-test, the learner earns an SAE certificate awarding CEUs. The online system also enables numerous employees from one organization to simultaneously access the seminar content through a site license.

The **six e-Seminars** that are **available online** are:

- [A Familiarization of Drivetrain Components e-Seminar](#)
\$445 List/\$395 SAE Member (regularly \$645 List/\$595 Member)
- [Commercial Vehicle Braking Systems e-Seminar](#)
\$795 List/\$695 SAE Member (regularly \$1,135 List/\$1,035 Member)
- [Controller Area Network \(CAN\) for Vehicle Applications e-Seminar](#)
\$795 List/\$695 SAE Member (regularly \$1,095 List/\$995 Member)
- [Fundamentals of Automotive All-Wheel Drive Systems e-Seminar](#)
\$445 List/\$395 SAE Member (regularly \$595 List/\$545 Member)
- [Fundamentals of Modern Vehicle Transmissions e-Seminar](#)
\$795 List/\$695 SAE Member (regularly \$1,195 List/\$1,095 Member)
- [Introduction to Brake Control Systems e-Seminar](#)
\$695 List/\$595 SAE Member (regularly \$995 List/\$895 Member)

Deeper discounts are available for quantities over five.

This limited-time offer is available only by ordering via telephone through SAE Customer Service at 1-877-606-7323 (U.S. and Canada) or 1-724-776-4970. Offer ends October 31, 2007.
Introductory discount does not include e-Seminars on CD-ROM.

"Y" You Need to Know About This Generation

It's fairly common knowledge that members of Generation Y (those born between 1980-2000) have grown up in a world where anything and everything can be tailored to their needs. A tidal wave of about 70 million strong, many of whom are now just beginning their careers, this group is different from any generation that has come before them. For these reasons and others, it's important to know something about this generation if you are working with or delivering training to them. Agentive Sales and Marketing Solutions made a very interesting presentation at the 2007 American Society of Training and Development Conference that offered the following tips for Gen Y training:

1. Tell them why it matters
 - Give rationale for every concept you present
 - Take time to link to the big picture
 - Make site visits to customers, home office headquarters, manufacturing facilities to see the impact of what they do on the rest of the company
2. Show them what it means to them

- Introduce them to successful role models who can show them what excellent performance looks like
 - Link every concept you teach to the real world of their job
 - Customize all examples to their working environment
3. Make it interactive
- Use teamwork and discovery exercises
 - Don't waste valuable classroom time on didactic presentations
 - Customize examples, activities, case studies and role-plays to the audience's world

Customization Requests on the Rise

Over the past three years or so, SAE has experienced a noticeable increase in the number of companies requesting some form of customization versus off-the-shelf courses. Requests vary from incorporating company data into the course presentation to developing completely new courses from scratch that address very specific company needs. In our experience, more and more companies have become increasingly specific and discriminating about their training requirements, which is reflected in the number of customized requests we've been receiving. While this has been predicted in the learning industry for quite some time, it's interesting to note that it's now happening on a more frequent and consistent basis. [SAE Corporate Learning staff](#) and instructors are standing by to help however we can.

e-Learning Alert

With the trend in e-Learning towards shorter, more easily digestible learning modules, look for a new portfolio of one to two-hour online courses from SAE in the coming months. These modules will focus on very specific aspects of a given technology area so a learner can quickly grasp the essence at his/her desktop without having to dedicate large blocks of time or travel to the learning effort. Features will include narrated slides with accompanying text, rich graphics, regular checks-for-understanding, and learning assessments. Stay tuned to other alerts as this new learning format develops.

New Courses

- [Designing On-Board Diagnostics for Light and Medium Duty Emissions Control Systems Seminar](#)
Next offering: August 22-24, 2007
I.D. #C0707
- [Emissions Related OBD Systems: A Design Overview Seminar](#)
Next offering: October 8, 2007
I.D. #C0708
- [Ground Vehicle Systems Engineering: A Practical Approach Seminar](#)
Next Offering: October 29-31, 2007
(held in conjunction with the SAE Commercial Vehicle Congress)
I.D. #C0703
- [Modern Fluids for Crankcase Engines: An Overview Seminar](#)
Next Offering: September 18-19, 2007

I.D. #C0704

- [Side Impact Occupant Safety and CAE Seminar](#)
Next Offering: November 15- 16, 2007
I.D. #C0717

To request additional information about new course offerings, email
bhoerner@sae.org

Contact Us



Customize your company's training – Contact SAE Corporate Learning Solutions:

Online: www.sae.org/corplearning

Email: corplearn@sae.org

Telephone: 1-724-772-8529

Tell us what you think

Let us know if there are any articles or topics you'd like us to discuss in upcoming issues by [clicking here](#).

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