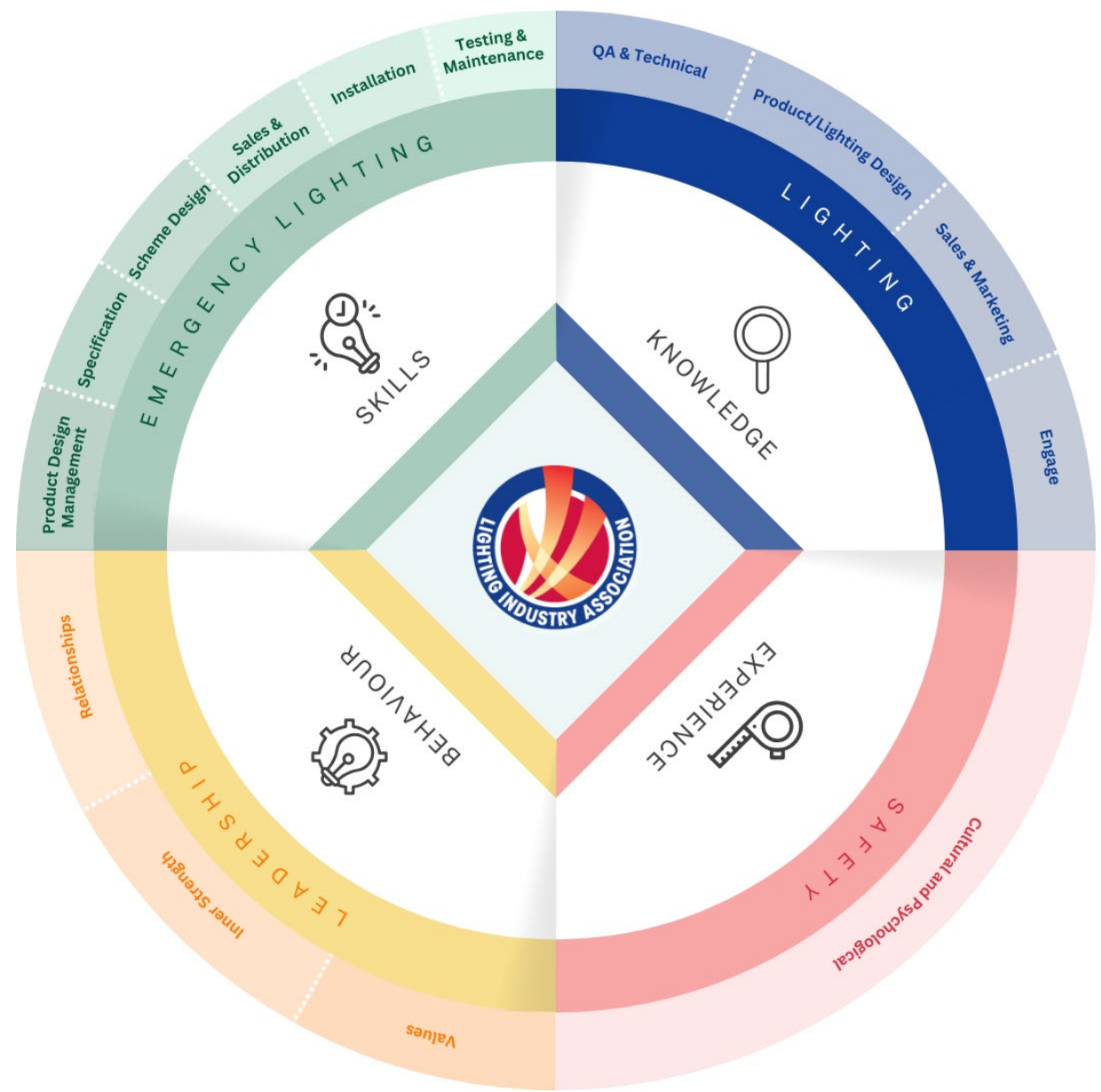# STRATEGIC PROFESSION MAP
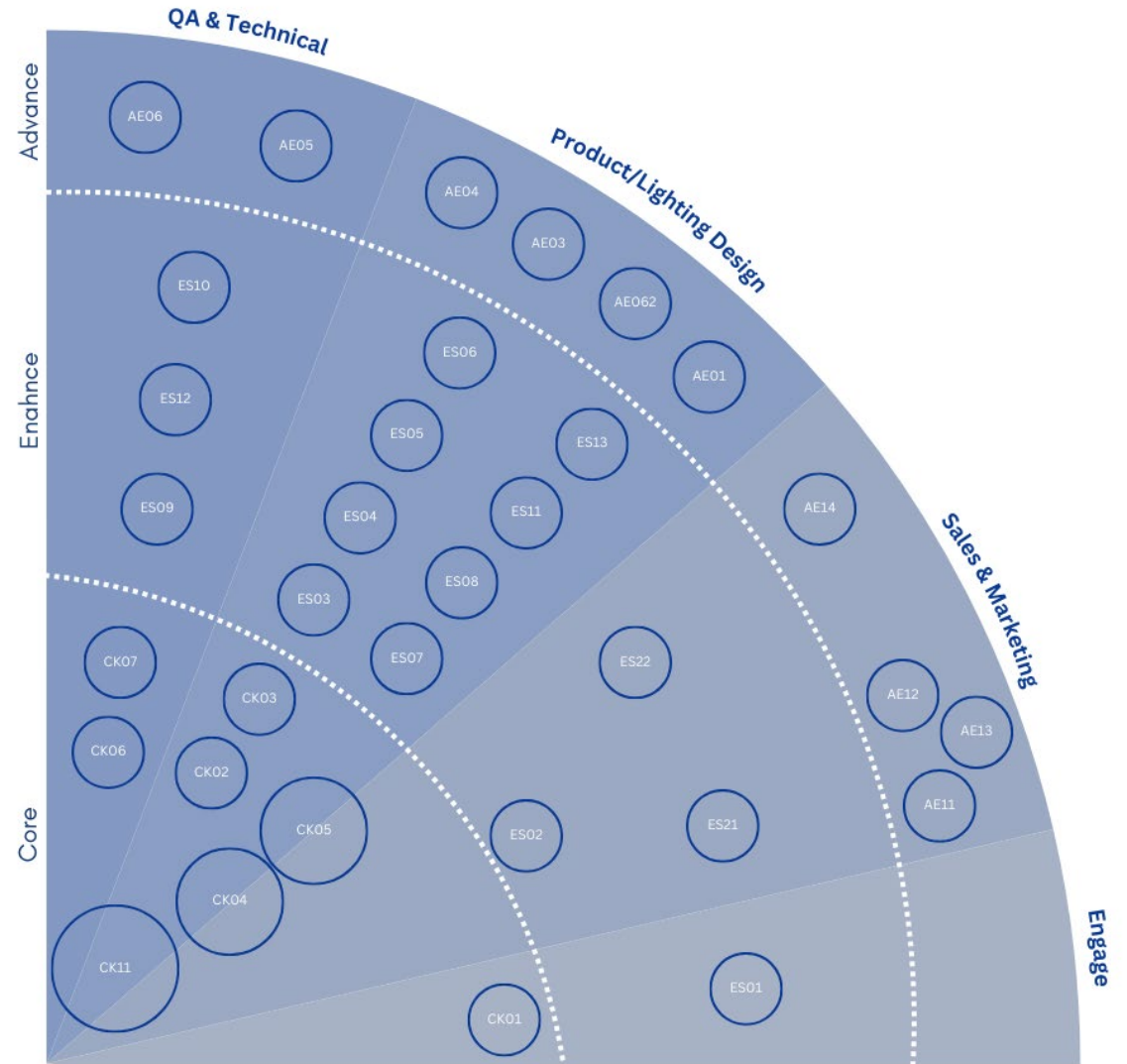
LIGHTING PROFESSION MAP

Course Key

CK01 – Love Light
CK02 – Intro to Sustainability
CK03 – Intro to Software
CK04 – Intro to Controls
CK05 – Intro to Lighting Design
CK06 – Intro to Standards
CK07 – Intro to Technical Files
CK11 – Intro to Emergency Lighting

ES01 – Love Light More
ES02 – Sales v Marketing
ES03 – Understanding a Specification
ES04 – How to Design with Controls
ES05 – Understanding Photometric Data
ES06 – Understanding AI in Design
ES07 – Dark Skies
ES08 – 3D Geometry
ES09 – Understanding 60598
ES10 – Understanding Technical Files
ES11 – Basics of Lighting Design
ES12 – Standards and Legislation
ES13 – Principles of Eco Design
ES21 – Crating a Marketing Plan B2B
ES22 – Identifying Your Customer

AE01 – Specialist Lighting Design Apps
AE02 – Designing for Sustainability
AE03 – LCA and EPD
AE04 – 60598 Practical Assessment
AE05 – App and Auditing of Supply Chain
AE06 – How to Manage a Project C2C
AE11 – Traditional Marketing for Lighting
AE12 – Digital Marketing for Lighting
AE13 – Content Marketing for Lighting
AE14 – Advanced Selling Techniques

EMERGENCY LIGHTING PROFESSION MAP

Course Key

CK08 – Intro to Emergency Lighting Standards & Legislation
CK11 – Intro to Emergency Lighting

ES14 – Design Assessments for EL
ES15 – Specification and Risk Assessments
ES16 – Controls, Commissioning, Verification
ES17 – Effective Sales and Distribution
ES18 – Periodic Testing of Self-Contained
ES19 – Periodic Testing of Central Power Supply
ES20 – Diagnostic Fault Finding
ES23 –Creating Marketing Briefs for Products
ES24 – Creating Product Specs for Solutions
ES25 –Creating Product Specs for Battery System Equipment
ES26 –Creating Product Specs for EL Control and Testing
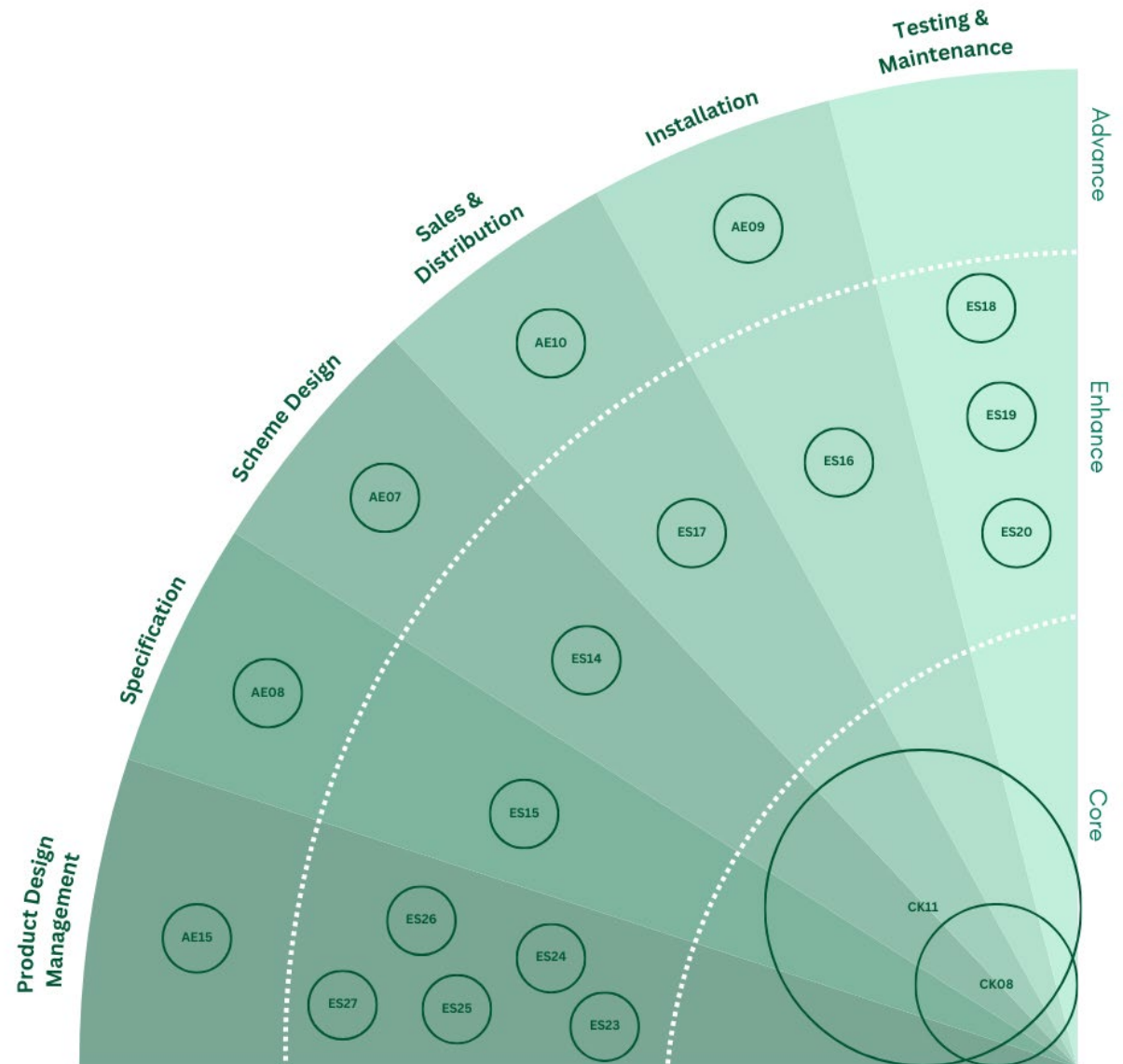ES27 – Managing the Product Design Process

AE07 – Analysing, Reviewing, Authorising Assess
AE08 – Risk Mitigation and 3rd Party Mge'ment
AE09 – Stakeholder Mge'ment & Install Sign Off
AE10 – Reviewing, Authorising Effective Marketing Information
AE15 – Reviewing and Signing-Off Tech Info

LEADERSHIP PROFESSION MAP

Course Key
CB01 – Agile Thinking
CB02 – Effective Networking
CB03 – Strategic Vision
CB04 – Resilience
CB05 – Capacity Building
CB06 – Collaboration
CB07 – Emotional Intelligence
CB08 – Challenges Constructively
CB09 – Ethical Judgement