

FPDA announces its new, comprehensive sales-based certification exam – the Motion & Control Sales Professional or M+CSP. This certification focuses not only on sales and business knowledge, but incorporates hydraulic, pneumatic *and* motion control technologies. It is designed to support overall sales effectiveness, integrating both the technologies *and* sales strategies needed to enable better consultative selling, and ultimately enhance your company’s credibility with customers.

The exam includes eight sections - six technical (mechanical, electrical, pneumatic, hydraulics, electro-mechanical, and automation), along with integrated sales and business sales. “Integrated sales” reflects the candidate’s ability to design and trouble-shoot customer solutions, while “business sales” focuses on general business knowledge, sales profitability, and the sales process.

To provide even more value, a report is provided to the candidate’s manager detailing scores for each of the eight sections of the exam, comparing the passing score for each section, as well as the overall exam score and passing score. Managers are encouraged to use these reports in the on-going development of their employees. Thus, for candidates who don’t pass the exam, it will be clear which topics will require further study – and for candidates who do pass, there may be areas for further development based on new target markets or new assignments planned for that employee.

The exam process is simple. Exams are all on-line, hosted by FPDA’s testing partner the National Occupation & Competency Testing Institute (NOCTI) and participants access the exam via the internet from their offices. Exams are ordered on-line from FPDA by the candidate’s manager; access information and passwords are sent directly to the manager, followed by exam results once the exam has been completed. Candidates successfully completing the exam are awarded an M+CSP Certificate.

Certification fee structure:

	<u>FPDA Members</u>	<u>Non-members</u>
• Single exam	\$ 249	\$ 498
• Pack of 5 exams	\$1100 (\$220 ea)	\$2200
• Pack of 10 exams	\$1900 (\$190 ea)	\$3600

Special introductory offer:

	<u>FPDA Members</u>	<u>Non-members</u>
• Single exam	\$ 199	\$ 398
• Pack of 5 exams	\$ 850 (\$170 ea)	\$1700
• Pack of 10 exams	\$1400 (\$140 ea)	\$2800

Candidates will be allowed one free re-take if they do not pass their first time.

The test includes approximately 95 multiple choice questions. Exams are accessed on-line, and participants need to complete the exam within a two hour window.

Candidates are allowed to reference any materials they choose during the tests, but should be encouraged to study them prior to the exams. Recommended resources are listed below. All test questions will be multiple-choice, with only one correct answer per question.

Recommended reference materials include:

Reference	Cost	How to Order
<u>Industrial Fluid Power</u> , Vol 1 – 3 rd Edition	\$47.44 new	Purchase from Amazon.com or similar source
FPDA Fluid Power Data Book		Included with exam order
Lightning Reference Handbook	\$28.00	www.hydraulicsliteraturestore.com use "FPDA" as the promotional code and receive a 10% discount
Closed Loop Electro-hydraulic Systems Manual	\$55	www.hydraulicsliteraturestore.com . use "FPDA" as the promotional code and receive a 10% discount
Eaton's <u>Industrial Hydraulics Manual</u>	\$70	www.hydraulicsliteraturestore.com . use "FPDA" as the promotional code and receive a 10% discount
<u>Industrial Motor Drives</u>	\$40.00 + \$5.25 handling + UPS shipping	Order from any Parker Distributor
Parker Hannifin's Motion Control Catalog (The engineering section)		Available on-line: http://www.parkermotion.com/literature/pg223_engrg.htm
<u>Financial Transactions of the Wholesale Distributor</u> , by Don Rice	\$27.50	Available on-line: http://www.hwpo.com/agora/agora.cgi?product=Books
<u>Industrial Distribution – the Sales Process</u> : Mit ch Harper	\$30.00	Available on-line: http://hwpo.com/hwpoart/index.php?dispatch=categories.view&category_id=1 Use "hydraulic" in the discount code box to receive a 20% discount for FPDA members

For additional details, contact FPDA at www.fpda.org or call 410-940-6347.