

PFT Fundamentals & Application of GANSHORN products

Internal Sales Training Agenda –
June 24–26, 2024

Monday	Topic
09:00 – 09:30	Introduction & Company Tour
09:30 – 11:30	Physiology & Spirometry
11:30 – 12:00	Hands-On
12:00 – 13:00	Lunch
13:00 – 14:30	Bodyplethysmography
14:30 – 15:30	Diffusion
15:30 – 16:00	Coffee Break
16:00 – 17:00	Hands-On
17:00 – 17:30	Exam & QnA
Tuesday	Topic
08:00 – 09:00	LFX options; MIP/MEP, Rhino/SNIP, Rocc
09:00 – 10:00	Provocation & Eucapsys
10:00 – 11:00	Technical Aspects for Sales DB Backups, SampleDataLog, Networking
11:00 – 12:00	Reporting
12:00 – 13:00	Lunch
13:00 – 13:45	Oscillometry
13:45 – 14:30	FeNO
14:30 – 15:30	Hands-On
15:30 – 16:00	Coffee Break

16:00 – 17:00 Exam & QnA

19:00 Dinner

Wednesday	Topic
08:00 – 09:30	CPET
09:30 – 10:00	Hands on
10:00 – 10:30	Exam & QnA
10:30 – 11:30	Successful sales strategies
11:30 – 12:00	Farewell

Hotel Information

Stadthotel Geis

- Breakfast available
- 70-110€/room/night
- Own bathroom + shower

