

Systems/Benching/Walls – An Overview

This module is intended to de-mystify Systems Furniture and Walls, with a strong emphasis on qualifying/positioning, understanding scale and working with Designers to expedite the sale and ensure an outcome that meets the customers desired outcome for their workplace. The Customer Assessment Tool (CAT), when effectively utilized, will result in an inspiring, productive workplace that ‘supports the work people do’ and accommodates ‘the way people work’.

Upon completion of this training the salesperson will know:

- The Systems Categories – Panel Based Systems/Benching/Walls
- The Components – An Overview of Panels, Worksurfaces, Supports, Storage, Data/Electrical
- The Qualification Process – The Customer Assessment Tool
- The Application/Design Process – How to Measure Space
- The Space Planning Process – Working with Architects and Designers
- The INDEAL Systems/Wall Partners



This is a short training session lasting approximately 2 hours.



The ideal candidate for this course is a salesperson who is new to the office furniture industry.



Send your request to participate in this workshop to learning@indeal.org.