

The Office Furniture Industry – An Overview

This course includes a broad introduction to the office furniture industry and will provide the new salesperson with a 'big picture view' of the industry as a whole.

Upon completion of this training module the salesperson will know:

- The Office Furniture Industry – A Brief History
- The Top '5' Manufacturers – Their Rise to Success
- The Product Categories – Seating/Filing/Casegoods/Systems/Walls
- The Bodies that Govern – ANSI/BIFMA
- The Impact of the Environment – Greenguard/LEED/Level
- The Industry Terminologies
- The Method for Calculating Discounts
- The Purchasing Criteria and Bid Process – An Overview
- The INDEAL Dealer Portal
- The Tools We Use – My Resource Library/CET – An Overview



This is a short training session lasting approximately 1 hour.



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.