

The NAW Online Campus can provide a solution to the training needs of both entry-level employees and experienced employees looking for a refresher – those employees who often miss the opportunity to leave the office or warehouse for traditional classroom instruction.



Benefits of Online Training

- ✓ Developed by industry experts
- ✓ Affordable courses
- ✓ No travel expenses
- ✓ Learn at your own pace
- ✓ Relevant to your industry
- ✓ Available online, 24/7

Current Course Offerings

NAW 101: Introduction to Distribution

This introductory course provides a great overview of the supply chain, designed to bring new employees up to speed with the distributor's role in moving products from manufacturer to end user.

4 modules \$ 89*

NAW 204: Principles of Distribution Sales

Following a proven methodology, students in this course will learn the steps of the selling process and how to effectively communicate with the customer at each stage. Video interactions are included to demonstrate the behavioral aspects of selling, including meeting with the customer and handling objections. Great for new employees or as a refresher for veteran sales staff.

4 modules \$ 129*

NAW 301: Manufacturer – Distributor Relationships

Along with an overview of supply chain relationships, this course will cover the importance of communication, trust and commitment – as well as provide tools to monitor and improve channel relationships.

4 modules \$ 129*

NAW 205: Quality Processes

Quality of both products and services is imperative at every stage of the supply chain to ensure a quality solution for the customer. Students in this course will learn the history of the quality movement in America, why quality is important, how to measure and thus improve quality, and how to ensure quality throughout the supply chain.

4 modules \$ 129*

* A 10% discount is available by entering Coupon Code: [nawdisc](#) when purchasing.