



## e-Learning Queen Guide

### Developing Technical Training LEARNING MODULES

### *Solar Power Systems for Oil and Gas Operations*

Hypothetical Example:

Learning Module Built for Kyocera's Remote System Solution

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<b>Equipment / Solution</b>	<b>Kyocera Oil and Gas Remote Solar Power Systems: Custom Solutions</b>
Goal	Train technical sales force to sell custom solar monitoring solutions
Audience	Technical Sales
The Concept / Opportunity	Automate remote operations; use "green" solution
Uses / Applications	<p><b>Multiple:</b></p> <ul style="list-style-type: none"> <li>• Cathodic protection</li> <li>• Telemetry</li> <li>• Flow Monitoring</li> <li>• Drilling Meters</li> <li>• Natural Gas Automation</li> <li>• Gas Flow Measurement</li> <li>• Data Recording</li> <li>• Process Control</li> <li>• Seismic Monitoring</li> <li>• Air Quality Monitors</li> </ul>
Learning Objectives	<p>Upon successful completion of this unit, the learner will be able to</p> <ul style="list-style-type: none"> <li>*define and describe the solar-powered remote monitoring solutions offered by Kyocera</li> <li>*explain the functions</li> <li>*identify the components</li> <li>*explain how the equipment works</li> <li>*explain the comparative advantages of Kyocera solutions</li> <li>*identify ideal conditions for custom solutions</li> <li>*provide an estimate of costs and provide brief cost/benefit analysis</li> <li>*describe three successful implementations (case studies)</li> </ul>

<b>Instructional Materials</b>	
Text / Brochures	Text based material, in pdf for laptops, digital readers, handheld communication devices
Glossary / Definitions	Key concepts / core, with focus on “green” solutions and Kyocera solar solutions (can be flash)
Digital Flashcards	Includes diagram with basic specs; useful in the field for laptops and handhelds
Diagrams / Graphics	Many examples, with explanations. Should be able to show functionality, installation, and to zoom / explode view to see inner structures
Animation	May be an animated graphic that illustrates functionality
Simulation	Expensive – not necessary, but could be useful for decision-tree (when to automate, when to use green solutions)
Calculator / Graphing Calculator	Online to help remind the learner of the elements to include when making a decision analysis
Hands on! Scenario enactment	Recommend at least three scenarios, which can be done by the individual learner or in a team (collaborative learning)
Assessment	Can review equipment / concepts / application M/C, short answer, collaborative portfolio (bid)
<b>Discussion Board</b>	
Entire Class	Instructor-led: learners discuss / identify / propose solutions in response to prompts
Group	Learner-led: learners collaborate and share ideas in order to create a group project that responds to a problem, or proposes a solution (a bid package, technical solution, etc.)
<b>Collaboration and Communication Elements</b>	<b>(Great for engagement, but these are optional and not necessarily recommended – use depends on the instructional strategies, the instructor, students, and conditions)</b>
Chat	Synchronous communication
Wimba	Audio postings
Wiki	Collaborative definitions, etc.
Blog	Can post / share sales journals, etc.
<b>Shared Resources</b>	
Technical library	Link to library of technical specification sheets
Locations and support	Link to important locations
Forms Library	Link to repository of forms / documents needed for preparing proposals, etc.