

STRUCTURAL BUILDING COMPONENTS MAGAZINE

May 2004

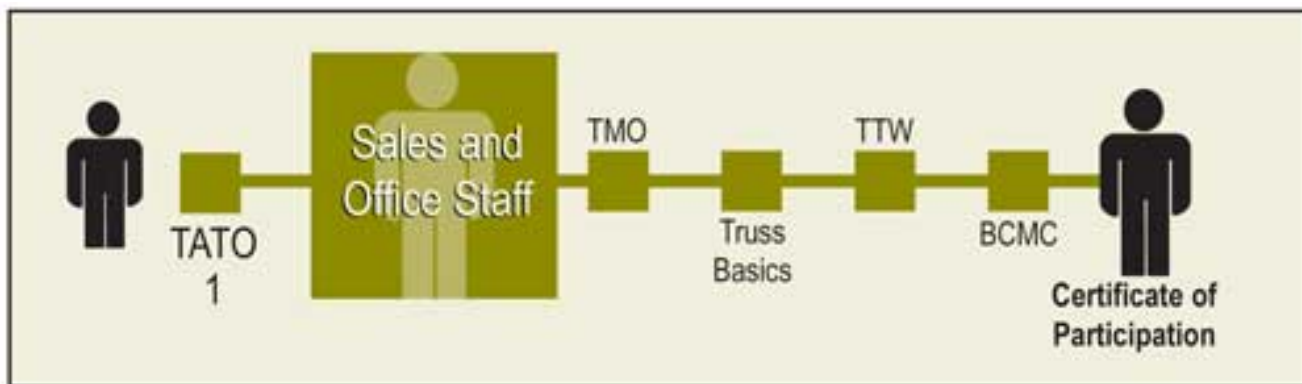
TKO Training Paths: An Educational Roadmap for Sales & Office Staff BY Libby Maurer

Put some direction into your training and education plan! Find out about TKO's easy and economical training path for salespeople and office staff.

Lost at sea. Destination unknown. No charted course. Directionally-challenged. Does this describe your vast training wasteland of frustrated employees and fruitless endeavors to educate them? The path to successful training is now online: [WTCA's TKO training Paths!](#) We've taken the guesswork out of your training needs by outlining a convenient series of courses for technical, production, office and management staff in the truss plant. Don't bother with a compass to point you in the right direction; simply determine who needs training and when they should start!

In the next few issues of SBC Magazine, we'll spotlight one TKO training path at a time. We'll discuss the course objectives and lead you through step-by-step directions to get students started. Let's begin with the Sales & Office Staff path.

The folks in these departments certainly don't need the technical depth a technician or production crew member might need to get through the day, but some background on the industry and talking points about the design and manufacture of components could be valuable for their purposes. The TKO path outlined for them begins with an introductory course called Truss Manufacturing Orientation (TMO), the online version of the New Hire Program. TMO was designed with these employees in mind—anyone with little or no truss industry experience. The course gives participants an excellent grounding in the industry with ten units of material ranging from terminology to building codes to plan reading. There are a series of quizzes at the end of each section to test comprehension, but no certification exam at the end of the course.



The next stop along the training path is Truss Basics, a simplified version of Truss Technician Training Level I, with ten sections of material. Truss Basics includes simplified technical sections such as Truss Math and Load Development, although it is best suited for those who want to

understand truss design procedures but won't actually be performing truss design. In other words, perfect for our audience. It also includes sections of material like Design Principles and How to Read Truss Design Drawings. Again, there is a series of short quizzes at the end of each Truss Basics section, but no certification exam at the end of the course.

Next, Truss Technology Workshops (TTWs) are short courses on a wide range of topics about wood truss and wood frame construction. Most courses are between an hour and two hours in length. We recommend that students on this path choose courses less technical in nature. Suggestions include: TTW Mold and Structural Wood Components, TTW Fire Performance of Wood Trusses, TTW Storage, Handling, Installing and Bracing of Metal Plate Connected Wood Trusses. See the TKO site for a complete list of TTW topics.

The BCMC seminars round out the training path for sales and office staff. The Building Component Manufacturers Conference seminars vary in length and topic, but are all geared toward component manufacturers. Seminars of particular interest to students on this path include the Economic Forecast, the WTCA Annual Meeting, and the Sales and Insurance & Risk Management tracks.

This path concludes with a certificate of achievement from WTCA. The combination of TMO, Truss Basics, TTWs and BCMC sessions will help sales and office staff to develop a basic understanding of the truss industry and the products involved. The best part of all is that this TKO path is an easy way for them to expand their knowledge at their own pace and on their own time, with very little pressure to make the grade. Where else can you go for the most up-to-date and convenient education that's also easy on your pocketbook?

[SBC HOME PAGE](#)

Copyright © 2004 by Truss Publications, Inc. All rights reserved. For permission to reprint materials from SBC Magazine, call 608/310-6706 or email editor@sbcmag.info.

The mission of Structural Building Components Magazine (SBC) is to increase the knowledge of and to promote the common interests of those engaged in manufacturing and distributing of structural building components to ensure growth and continuity, and to be the information conduit by staying abreast of leading-edge issues. SBC will take a leadership role on behalf of the component industry in disseminating technical and marketplace information, and will maintain advisory committees consisting of the most knowledgeable professionals in the industry. The opinions expressed in SBC are those of the authors and those quoted solely, and are not necessarily the opinions of any of the affiliated associations (SBCC, WTCA, SCDA & STCA).