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## 4. Follow-up Training for DANESC™ Videotape Users

PCU Training Center offers a series of videotapes on the DANESC™ Series. In response to client requests, Clapp Research, Inc. offers a personalized, on-site one-day follow-up session to address special concerns after personnel have watched the videotapes and worked the exercises. This seminar allows the client to explore code requirements of special interest in detail.

Prior to the seminar, participants provide specific written questions. The instructor prepares written answers for each question to be provided to all participants at the seminar. From these questions, the instructor prepares short presentations on the various areas of the code involved; these presentations generally take the full morning and early portion of the afternoon. In mid-afternoon, the individual questions and answers are reviewed. The late afternoon is reserved for additional questions that arise during these discussions.

Due to the special preparation time involved with this special one-day seminar, the fee for the normal 1.5 day seminar applies; this fee includes the time for preparation, travel, and teaching. Additional costs are charged for travel expense and for copying the questions and answers.

If the client needs to run two sessions of this special seminar to keep personnel available at all times, there are two options.

- ◆ **Option 1** is to delete the morning in-depth lecture session and repeat the normal afternoon session in the morning and afternoon. Often this is not cost-effective.
- ◆ **Option 2** is to run two full one-day sessions back-to-back on the same trip. This is usually the most cost-effective, because it allows time to fully explore the concerns in depth. The fee for the 2.5 day seminar applies to Option 2.