



# Impact Map - BH Curve and Domains (Module 1.5)

## ... sample template

CAPABILITY		PERFORMANCE		RESULTS	
Job Role	Key Knowledge and Skills	Application of Skill	Job Results	Departmental Impact	Organizational Impact
Who will be impacted by this initiative?	What are the skills and knowledge being taught?	How will the skills and knowledge be applied on the job?	What important results will this achieve?	What business unit goals will be impacted?	What company goals will be impacted?
CKBU COKD COPT COE COPE COPA COPC COT OT	<ul style="list-style-type: none"> <li>Diamagnetic, paramagnetic &amp; ferromagnetic domains</li> <li>Domain alignment and external magnetic fields</li> <li>Domain walls</li> <li>Energy distribution and domains</li> <li>BH Curve and Domains</li> </ul>	<ul style="list-style-type: none"> <li>Consultative selling</li> <li>Technology assessment reporting</li> <li>Product development approval process</li> <li>Systems integration</li> <li>Customer applications</li> <li>Disclosures &amp; Compliance</li> </ul>	Develop competency in the following areas: <ul style="list-style-type: none"> <li>Core IP</li> <li>Product knowledge</li> <li>Basic Kit knowledge</li> <li>Development Engineer knowledge &amp; skills</li> <li>Engineer Architect knowledge &amp; skills</li> <li>Consultative skills</li> <li>Customer sales skills</li> </ul>	<ul style="list-style-type: none"> <li>New Business Development customers will become better trained technologist and positively impact our KPI (Key Performance Indicators)</li> <li>Increases general and technical customer knowledge base skill levels</li> </ul>	<ul style="list-style-type: none"> <li>Promulgation of Boern technology across all customers, generating improved client satisfaction</li> </ul>

**Key:**

- CKBU Certified Knowledge Base User
- COKD Certified Orst Kit Developer
- COPT Certified Orst Power Technician
- COE Certified Orst Engineer
- COPE Certified Orst Power Engineer
- COPA Certified Orst Power Architect
- COPC Certified on Orst Power Concepts
- COT Certified Orst Trainer
- OT University Degree in Orst Theory