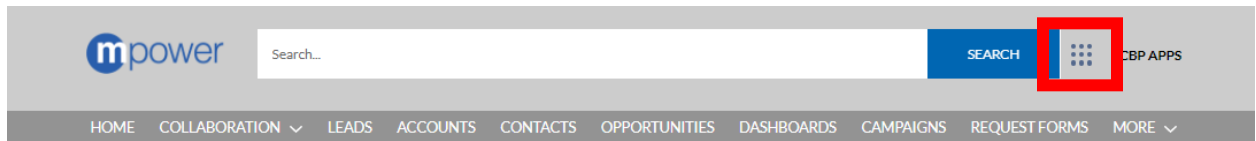


Logging In

Lubricants University (LM Partners)

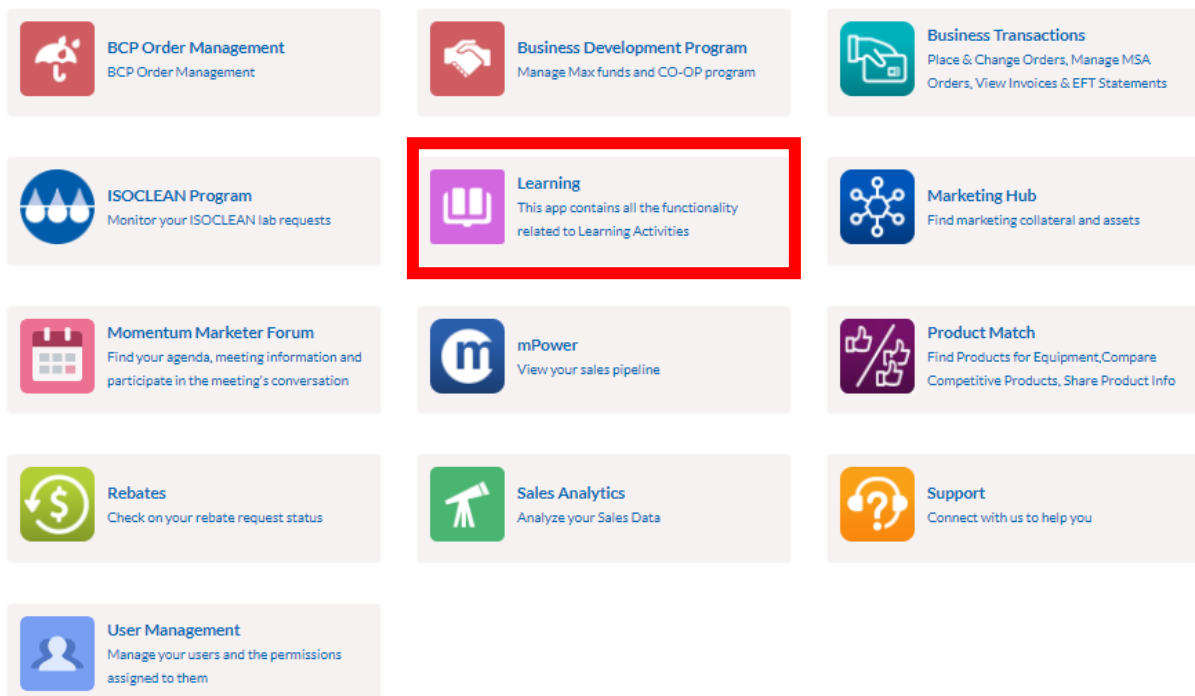
1. Login to Chevron Business Point
2. Go to the App Launcher



WELCOME TO MPOWER!

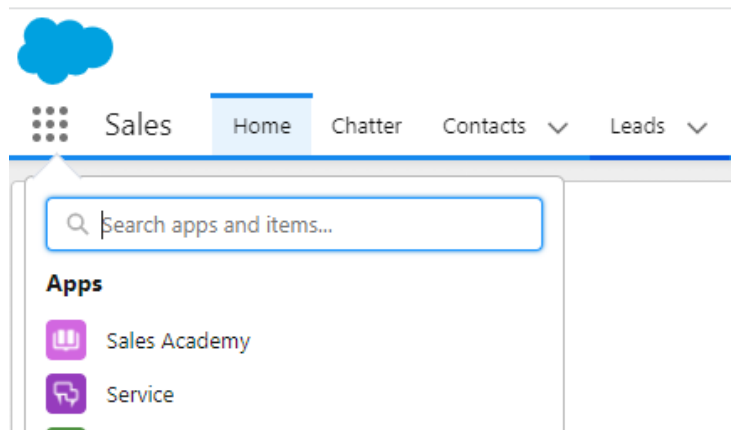
A place where you can manage your sales pipeline and collaborate with Chevron resources.

3. Click on the Learning App

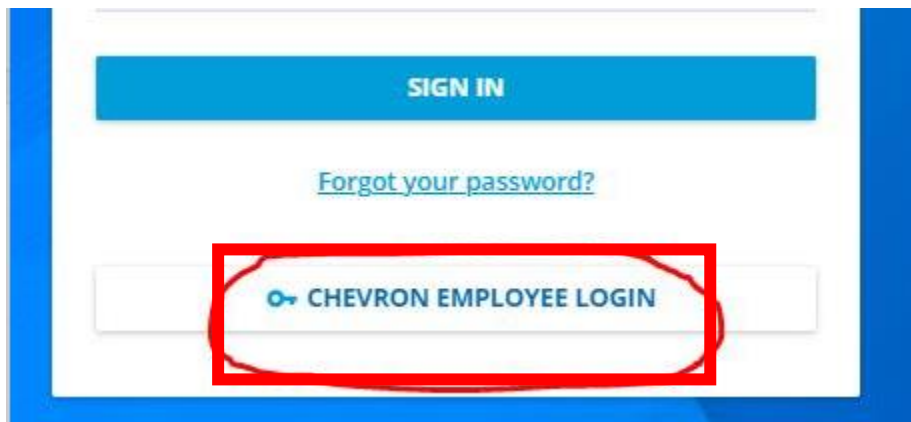


Sales Academy (Chevron Employees)

1. In SFDC, go the app launcher

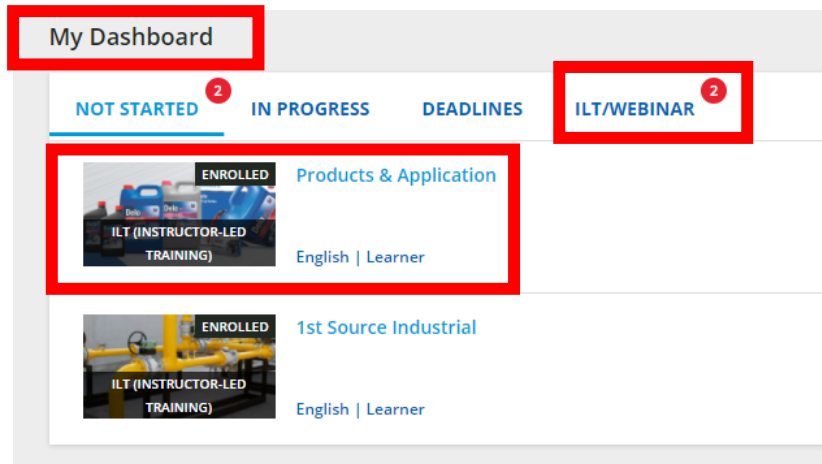


2. Click on Chevron Employee

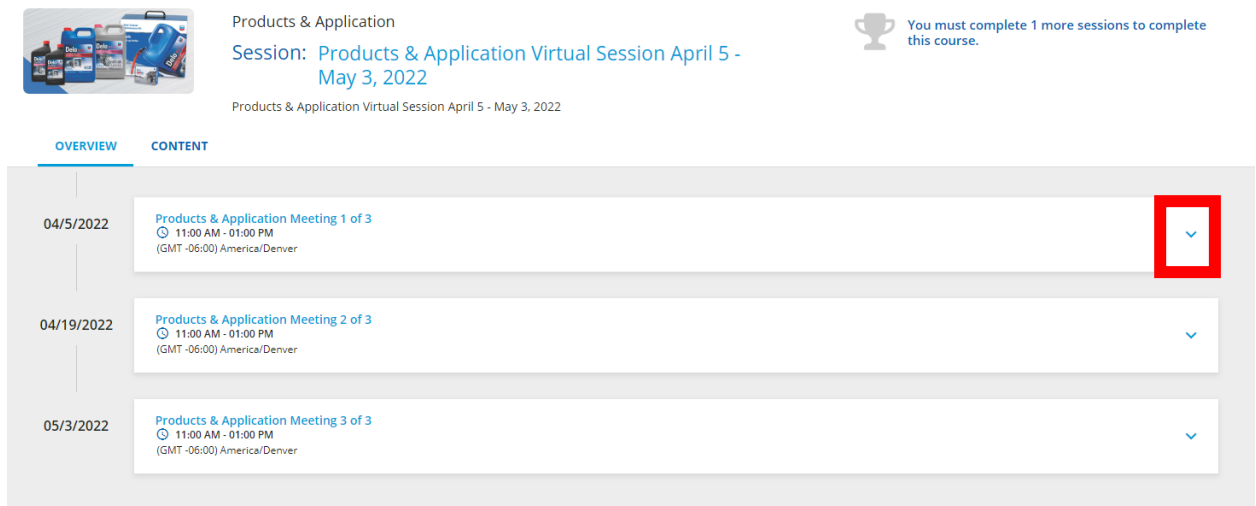


1st Source Course Webinar Events

1. Log into Sales Academy (Chevron Employees) or Lubricants University (LM Partners)
2. My Dashboard will show you have an ILT/Webinar event, and the course tiles will be visible:



3. Click on the tile or the ILT/WEBINAR tab to open. Once the tab opens you will see Overview which shows the event details, including the webinar information, course description and file repository.



Click on the arrow to the right of the date for the webinar information. This will open up the details of the webinar including your webinar link. In this example, it shows your webinar will start in 5d 3h 16 min 47s – the link will be visible and able to launch 22 hours prior to the webinar start date. You will click the link to joins the Teams Meeting. (All meetings will be recorded and will be accessible in this same location.)

04/5/2022

Products & Application Meeting 1 of 3

Description

Meeting # i to review the course and set expectations

Video conference details

Your Time

11:00 am

(GMT -06:00) America/Denver

Duration

2h 0m

Tool

Custom Tool

Your webinar starts in 5d 3h 16min 47s

Course Description

Price: This course is \$250.00USD/person for our Lubrication Marketers (to be invoiced quarterly)

This class serves as an introduction for those new to lubricant sales targeting new Chevron and Marketer employees. It is designed to be a self-paced, 6 week course with live webinar check-ins. We start with Lubrication Fundamentals to establish a foundation for understanding viscosity and lubrication concepts. We then explore the different families of Chevron lubricant products by type and end-use market. This class offers a strong foundation and supports the next level of training, namely our 1st Source workshops.

Audience: New to the business and those wanting a refresher course on Chevron Products and Applications.

Agenda Items: Lube Fundamentals, Base Oils, Additives, Passenger Car Motor Oils, Techron, Automatic Transmission Fluid, Heavy Duty – On and Off Road, Testing and Cleanliness, Gears, Hydraulic Fluids, Tractor Hydraulic Fluids, Compressors, Turbine Oils, Refrigeration, Industrial, Marine, Railroad, Grease and Coolants.

Prerequisites: None, but most find that a few months on the job before taking the class helpful.

22 Hours prior to the call time, the “join the webinar” button will display

04/13/2022

Value Based Selling Meeting 1 of 4

Description

Kick off meeting to review the course and set expectations.

Video conference details

Your Time

11:00 am

(GMT -04:00) America/New_York

Duration

1h 0m

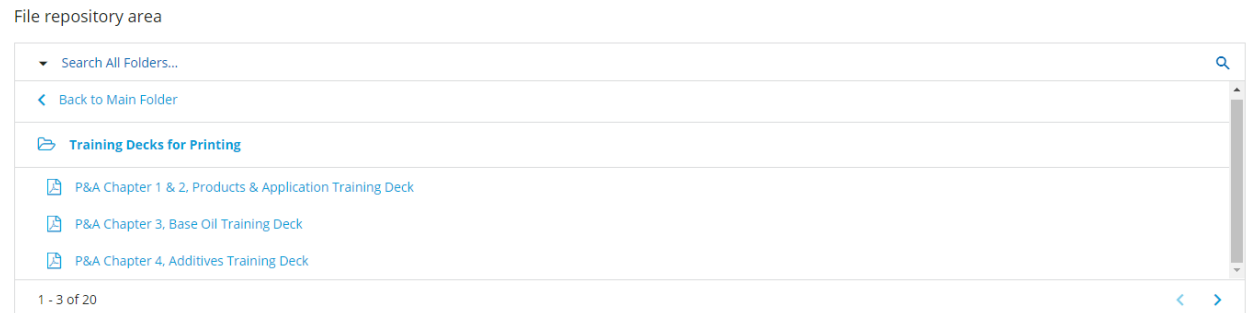
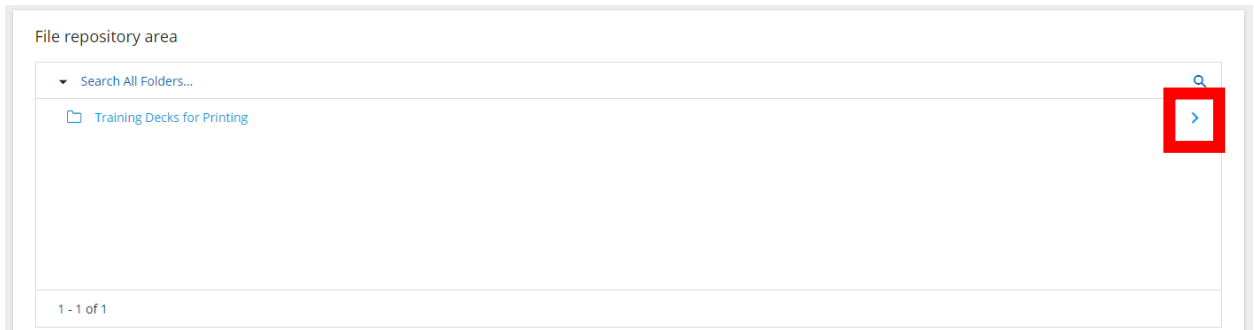
Tool

Custom Tool

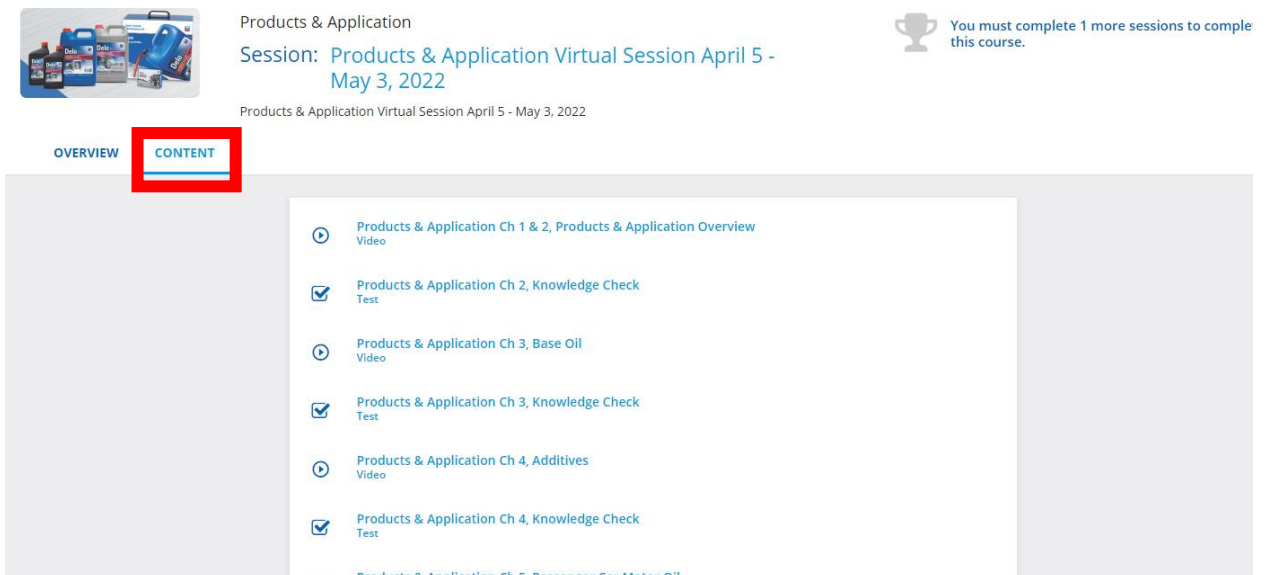
Your webinar starts in 19h 6min 20s

JOIN THE WEBINAR

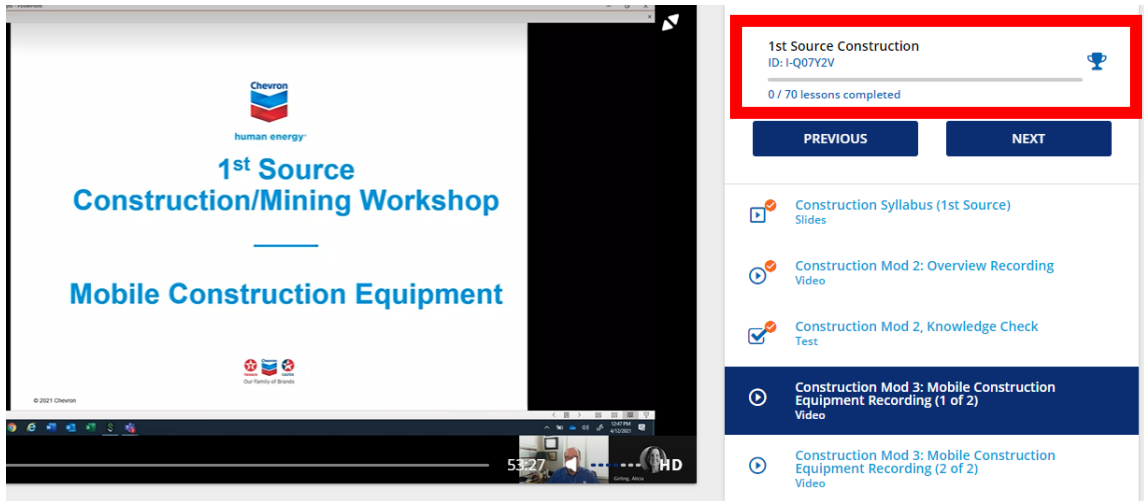
- The file repository is where you will be able to print resources for this course. Open the arrow to access the content that is printable.



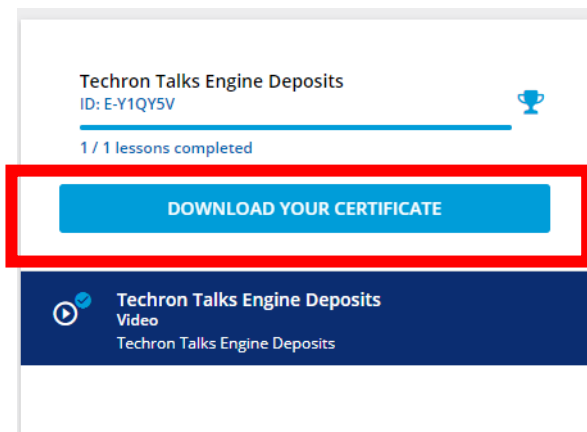
5. The Content tab is where you access the material being used for the course. Click on it to open.



6. As you progress through the course, you will see your progress here.



7. Once you have completed the course you will be able to print a certificate. (This will only appear once the course has been completed.)



8. Download & print as needed.



certificate of completion
presented to:

Alicia Girling

for successfully completing the Techron Talks Engine Deposits course

3/22/2022
