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Business Development Course – Modules 1 & 2

Course information, and terms & conditions

Commercial premises are required by law to have a fire risk assessment. These two one day modules are aimed at your fire technicians to provide them with the skills and knowledge to be able to pick up the fire risk assessment and recognise the potential business opportunities therein. All attendees will receive a certificate of attendance which will count towards CPD.

Candidates will benefit by:

- Broadening their industry knowledge
- Understanding the importance of the fire risk assessment
- Recognising the implications of fire safety legislation in relation to their own, and their customer's, business
- Identifying opportunities for cross selling business services
e.g. fire alarms / fire safety signage

Module 2 provides candidates with:

- Basic awareness of relevant fire safety legislation
- Implications of the legislation to the customer and their own business
- Covers qualitative and quantitative risk assessment process
- An overview of the Fire Safety Order, and the role of the fire personnel as competent persons

This course carries CPD accreditation. Please indicate on booking if you require a CPD certificate as well as the course certificate.

It becomes necessary to cancel courses if minimum attendance is not achieved and in these cases cancellation is advised 14 days prior to the course start date.



An ISO 9001 – 2008
Accredited organisation
No. 441430

The Independent Fire Engineering & Distributors Association
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SYLLABUS MODULE 1

Fire Safety Legislation

The essential elements of the Regulatory Reform (Fire Safety) Order 2005 and the duties of the “Responsible Person” in respect of fire risk assessments and management of fire safety.

Related elements of Health & Safety at Work

The Fire Risk Assessment process

The Fire Risk Assessment Requirements

How to Read and Review a Fire Risk Assessment

Technician’s customer support opportunities

The Theory of Fire (if applicable - included for non-technicians)

SYLLABUS MODULE 2

Assumes the knowledge of module 1 and includes more comprehensive examples of fire risk assessments and customer responsibilities.

Module 2 also includes an appreciation of all non-automatic fire protection equipment as well as identifying and providing additional fire safety management support services.

Fire Safety Order Legislative duties placed on the Responsible Person.

Legislative implications to the Service Company supporting services.

Implications for the supporting work role for service Technicians and service providers.

Identification of full range of services the service company provides.

What additional services to look for when on customer premises and appropriate questions to ask.

Retaining and building upon customer relationships by using good communication skills to all parties concerned.

Developing business by developing our own knowledge base and personal skills.



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TERMS & CONDITIONS

Costs (Per Module):

£150.00 IFEDA members **£190.00 non IFEDA members**

Certificates will be issued to successful candidates within 21 days

Included in the course fee is a copy of the:

- IFEDA Manual Business Development Course Module 1 & 2

Course manuals will be presented on the day of the course. The course acknowledgement and course joining instructions will be sent by post upon receipt of payment.



This course carries CPD accreditation. Please indicate on booking if you require a CPD certificate in addition to the course certificate.

IFEDA is a non-profit making organisation, the following TERMS & CONDITIONS are applied to all course bookings:

- Payment must be made at the time of booking
- Cancellation of bookings must be made in writing
- Cancellations received after booking, but up to 14 days prior to course start date will be subject to 50% cancellation fee
- If cancellations are received later than 14 days prior to course start date the full fee is payable
- In the event of failure to arrive for a course the full fee is payable
- Duplicate certificates are available upon application in writing at a fee of £15.00 per certificate
- All fees are subject to VAT
- Courses are offered subject to sufficient bookings being received

N.B. The use of the IFEDA logo is reserved for IFEDA members only. Membership is separate from the successful completion of an IFEDA training course.