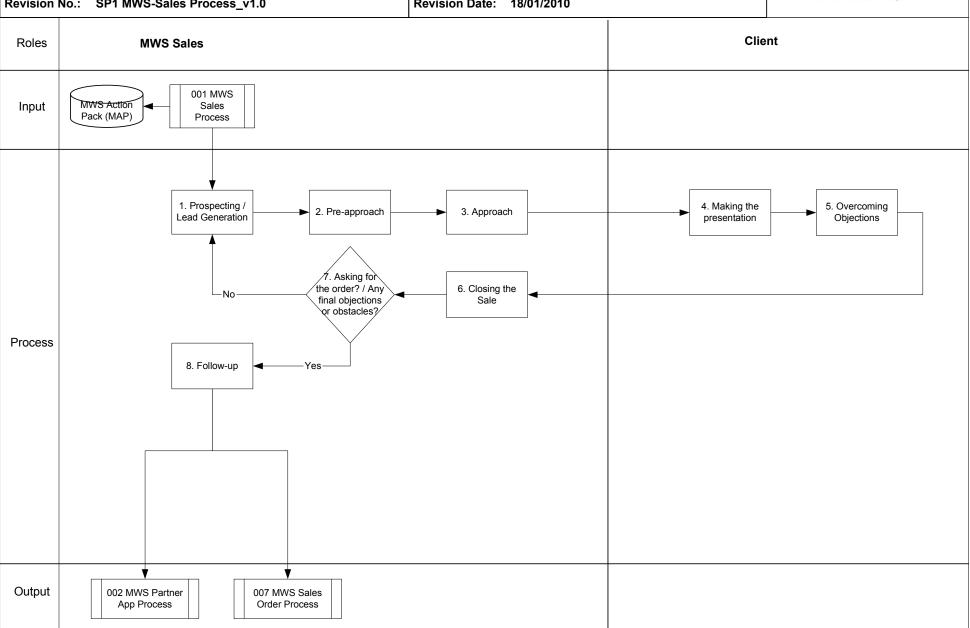
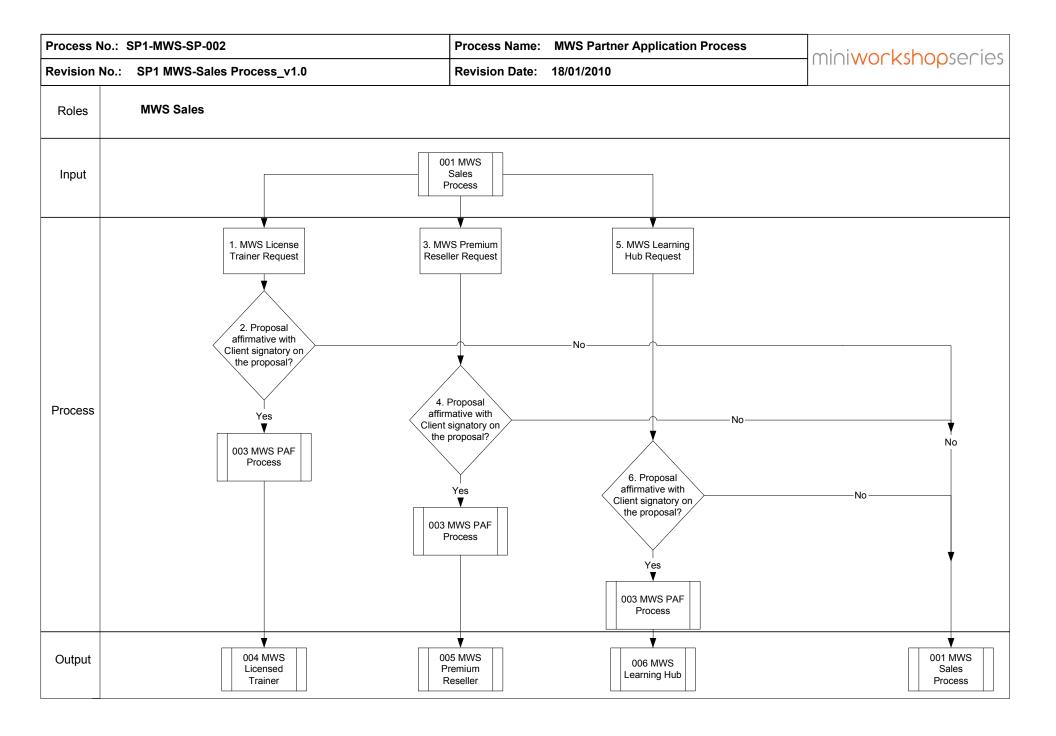
			miniworkshopseries
Revision No.:	SP1 MWS-Sales Process_v1.0	Date Modified	18/01/2010

Service Package 1 - MWS Sales Processes

Process No.: SP1-MWS-SP-001	Process Name: MWS Sales Process	miniwockshoosacias
Revision No.: SP1 MWS-Sales Process_v1.0	Revision Date: 18/01/2010	Till livvoi Ksi lopsei les





		3	Process Name: MWS Partner Application Form Process	- miniworkshopseries	
		s Process_v1.0	Revision Date: 18/01/2010		
Roles		MWS Sales	Admin	MWS International	
Input		002 MWS Partner App Process			
Process	No	1. Proposal affirmative with Client signatory on the proposal? Yes MWS PAF 2. Fill-up MWS Partner Application Form and send one copy to Admin and one copy to MWS International 3. MWS PAF (White Copy) 4. Record filing purposes	5. MWS PAF (Yellow Copy) 6. Prepare Invoice	7. MWS PAF (Green Copy) 8. Record filing purposes	
Output	001 MWS Sales Process	End	00x Invoice Client	End	

Process No.: SP1-MWS-SP-004				Process Name: MWS Licensed Trainer Process		
Revision No.: SP1 MWS-Sales Process_v1.0			Revision Date: 18/01/2010		miniworkshopseries	
Roles	MWS Sales	MWS Licens Trainer (Essen			MWS Licensed Trainer (Master)	
Input	002 MWS Partner App Process					
Process	MWS Action Pack (MAP) 1. MWS License Trainer Request	6. Iss	Yes sue MWS se Trainer	7. MWS Licensed Trainer (Professional) 8. NLP Basic Practitioner [6days] 9. Train the Trainer [3days] 10. Content Coaching [1day] 11. Training completed? 12. Issue MWS License Trainer	00x MWS Licensed Trainer (Master) - Criteria Process	
Output			End	End	00x Request MWS Licensed Trainer (Master) - MWS International	

Process No.: SP1-MWS-SP-005		Process Name: MWS Premium Reseller Process	
Revision No.: SP1 MWS-Sales Process_v1.0		Revision Date: 18/01/2010	miniworkshopseries
Roles	MWS Sales	MWS Partner	
Input	002 MWS Partner App Process		
Process	No	1. MWS Premium Reseller Request 2. Proposal affirmative with confirmed payment? 4. Training completed? Yes 5. Issue MWS Premium Reseller	No
Output	001 MWS Sales Process	End	

Process No.: SP1-MWS-SP-006			Process Name: MWS Learning Hub Process Miniworkshopseries		
Revision No.: SP1 MWS-Sales Process_v1.0		Revision Date: 18/01/2010			
Roles	MWS Sales		MWS Partner		
Input	002 MWS Partner App Process				
Process	No		1. MWS Learning Hub Request 2. Proposal affirmative with confirmed payment? 4. Training completed? Yes 4. Training Hub Business Hub Business Training Hub Business Training Hub Business Hub Business Training Hub Business Hub		
Output	001 MWS Sales Process		End		

Process No.: SP1-MWS-SP-007		Process Name: MWS Sales Order Process	minivackshoosocios	
Revision No.: SP1 MWS-Sales Process_v1.0		Revision Date: 18/01/2010	miniworkshopseries	
Roles MWS Sales			Admin	
Input	006 Sales Order Process			
Process	SOF 1. Perform Sales Order SOF 7. Final Acceptance	2. Order Acceptance Oox Ti Kit Pr MWS Action Pac (MAP)	MWS Action Pack (MAP) SOF	O0x Learning Kit Process No MWS ion Pack MAP)
Output	00x Shipment Out			SP2 MWS Workshop / Event Processes

Basic Process Flow Shapes

Manual process	Represents any manual processing function		Document		Represents a printed document
System process	Represents any automatic processing function i.e. with the help of computer/processer		Data	7	Represents data
	Indicates a cross reference to another page . Use alphabet followed by page number	Γ	Dynamic Connect Process Flow	tor	Automatically routes process flow between the shapes it connects
	Indicates a cross reference within same page. Use number for on page reference		Dyna Connect Flo	or Data	Automatically routes data flow between the shapes it connects
Manual decision	Indicates the possible manual decisions that can be made	(End		Indicates the end of the process
System decision	Indicates the possible automatic decisions that can be made	in	he height of the t and its associated acreases or decre you add text. To decre the width of to comment, drag the	ed line eases as change the	Text Box
	Represents a database, data source or data storage device		alaye.		No. of days where personnel responsible to response. (place symbol top right of activity)
	source of anna storage decree		7 days		Frequency of activities (place symbol top leftof activity)
Pre-defined process	Indicates cross reference to another proces number and name				