



# Course Catalog

Summer 2022



[www.SecurityCEU.com](http://www.SecurityCEU.com)

## Obsequio Compliance Management System

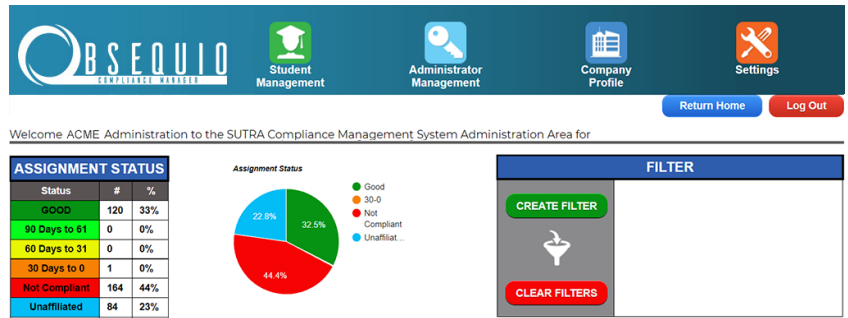


Introducing Obsequio. If you are a licensed security provider or have an industry certification for which renewals are required, you know how challenging it can be to stay on top of their maintenance.

Obsequio is **designed to simply and effectively track, report on, and automate the certification and license renewal processes.**

SecurityCEU.com is proud to now offer our clients a solution to certification and license compliance problems.

**Keeping your company legal is the primary focus**, yet avoiding penalties surrounding the use of unlicensed technicians and sales professionals is a hassle. Until now.



Administrator's Dashboard

Designed with an easy-to-use graphical interface, Obsequio is robust yet very simple to navigate. **Obsequio installs with most security industry certifications and state licenses pre-loaded!** You no longer need to rely on various spreadsheets and the use of files and folders to track when each person is required to renew. With Obsequio, all this information is available to you in a dashboard format.



## Winner of the ISC West MVP Award!

Obsequio was awarded this coveted recognition by Security Sales & Integration magazine at ISC West in 2019.

**Want to know more?** Email [info@securityceu.com](mailto:info@securityceu.com) or call 502-254-1590, ext. 101 today to request a system demo!

OBSEQUIO COMPLIANCE MANAGEMENT SYSTEM						
		Add Continuing Ed. Units		Return to CMS Dashboard		Learn More About this Process
TITLE	DATE COMPLETED	TRAINING PROVIDED BY	CEUS ACCREDITED BY	CEU NUMBER	CEU HOURS	CEUS APPLIED TO
Training: FL - BASA/FASA						
	2019-01-10	SecurityCEU.com		6		FL - BASA/FASA APPROVED <a href="#">EDIT CEUs</a>
Training: Aiphone AX Series						
	2020-01-30	Aiphone		2		Aiphone AX Series APPROVED <a href="#">EDIT CEUs</a>
Training: AL - Burglar Alarm Installer						
	2020-02-12	SecurityCEU.com		2		AL - Burglar Alarm Installer APPROVED <a href="#">EDIT CEUs</a>
Training: TMA Level 1						
	2020-02-18	TMA		8		TMA Level I APPROVED <a href="#">EDIT CEUs</a>
Training: TMA Level 2						
	2020-02-21	TMA		10		TMA Level II APPROVED <a href="#">EDIT CEUs</a>

End User Interface

Welcome to the **SecurityCEU.com** Course Catalog. The following catalog outlines our most recent information on our certification and continuing education courses. The courses offered on this site are approved for numerous continuing education credits at both the national and state level for license compliance, including AL, LA, MS, NC, NJ, TN, UT, SD, AK, and more. For details on all our continuing education information, check out the course descriptions located at **www.SecurityCEU.com**.



**SecurityCEU.com** offers online training to meet your security, fire and life safety certification and continuing education training needs. Courses on topics such as IP Video, IP Networking, Access Control, Troubleshooting, Perimeter Detection, Cyber Security and much more are available. Over 190 hours of online content! We provide a flexible and easy-to-use format on the hottest content available on the Internet. Many security manufacturers and integrators have standardized on our course content to train their technicians and sales teams.

**SecurityCEU.com** offers many flexible pricing strategies, including our volume pricing Library Model. The Library Model allows for the purchase of EVERY course in the core catalog for one LOW price. Pay annually or monthly for courses! Organizations who wish to purchase multiple user licenses should contact us for a quote. We can be reached at **sales@securityceu.com** or by calling **502-254-1590, ext. 101**.

Thank you for your interest in **SecurityCEU.com**!



## SecurityCEU.com Course Descriptions

### Perimeter Security Level 1



Included in Library Subscription!

1 Hour

### Perimeter Security Level 1

Perimeter security and detection requires knowing not only what devices to use, but also how best to manage their placement to maximize their effect while maintaining affordability. This course is the first in the perimeter detection series. It defines perimeter detection, identifies the key devices and walks through the basic strategy for deploying a system in both residential and commercial applications. This course includes the following topics:

- Physical barriers
- Intrusion detection systems protecting perimeter barriers
- Perimeter sensor technology
- Advantages and limitations of various perimeter sensor technologies
- Choosing the right combination of technologies for building type and end-user application (both residential and commercial)

### Perimeter Security Level 2



Included in Library Subscription!

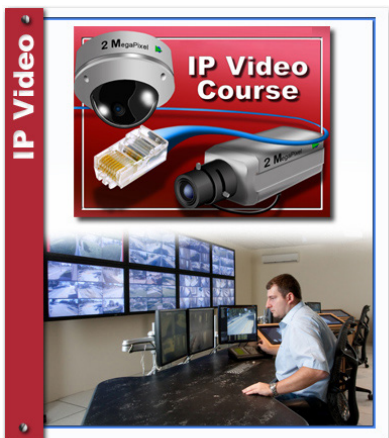
1 Hour

### Perimeter Security Level 2

Building on the Level 1 course, this Perimeter Security Level 2 course takes a more in-depth look at the technology and advancements in perimeter detection. This course addresses methods for increasing the effectiveness and reliability of perimeter alarms. In addition, it describes perimeter detection technologies that can be applied to outdoor areas and trends shaping the future of perimeter security.

In this course the learner will expand their knowledge of technologies and practices to:

- Reinforce building perimeter defenses
- Discover methods of avoiding false alarms and failure to detect and alarm
- Protect property outside the building perimeter
- Anticipate new technologies



Included in Library Subscription!

**9 Hours**

**Approved for state licensing  
CEUs in: AL, LA, MS, NJ, and  
TN.**

**NC - Courses 1, 3, 5, 8 & 10.**

**SD - Courses 1, 2, 8, 9 & 10.**

## IP Video

The IP Video certification is a comprehensive series of 9 modules that will teach you everything you need to know about today's advanced Video Surveillance Systems. Covering everything from basic system components and design, to equipment selection, installation, and integration with existing analog systems, IP Video will put you on the cutting edge of the field. This series is comprised of the following courses:

- Course 1: IP Video Overview
- Course 2: IP Video Basic Networking
- Course 3: Compression and Transmitting Video over the Network
- Course 4: IP Cameras
- Course 5: Lenses and Lighting
- Course 6: Digital Video Monitors and Storage
- Course 7: Advanced Analytics
- Course 8: Video Management Systems
- Course 9: IP Video Integration
- Course 10: Legal Issues



Included in Library Subscription!

**6 hours**

**Approved for state licensing  
CEUs in: AL, LA, MS, NJ, SD and  
TN.**

## Structured Wiring and Termination Technician (SWATT)

The SWATT Certification is a 5 module, 6 hour course and teaches you everything you need to know about planning, running and terminating structured wiring. The course covers network cabling and their various termination standards. The course also covers phone cabling and punchdown blocks, coaxial cabling as well as tools required to finish the job.

Included in this series:

- Module 1 - Architecture
- Module 2 - Components and Tools
- Module 3 - Installations
- Module 4 - Terminations
- Module 5 - Testing and Documentation



Included in Library Subscription!

**1 Hour**

### Introduction to Fiber Optics

This course provides complete, general knowledge of the uses and advantages of fiber optics for communications, along with installation details and current fiber optic installation standards. It combines lecture sections with animation along with hands-on videos showing the proper methods to handle, prepare, and terminate fiber optic connectors and mechanical and fusion splices.

This course is quite valuable to management and salespeople who are starting to receive requests for fiber optic work or installations. The types of cable, where they can be legally used, and the planning of a fiber installation is discussed and demonstrated.

This course also provides basic technician requirements, tools, safety & equipment, and the materials necessary for producing proper fiber optic techniques.



Included in Library Subscription!

**6 Hours**

Approved for state licensing CEUs in: AL, LA, MS, NJ, and TN.

NC - Courses 2, 4 & 6.

SD- Course 6.

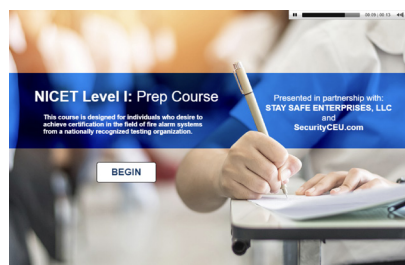
UT - Course 1

### Access Control Specialist Level I (ACS) Series

The Access Control Specialist Level One course is the industry's standard for understanding the basics of access control. The series is divided into six courses that cover everything from the basic overview and history of access control systems up to modern day biometric and smartcard applications.

Included in this series:

- Course 1: Access Control Overview
- Course 2: Credentials
- Course 3: Binary and Card Data Formats
- Course 4: Smartcards
- Course 5: Biometrics
- Course 6: IP Conversion



Included in Library Subscription!

**5 Hours**

## NICET Level 1 Prep Course - Fire Alarm

This course is designed for individuals who wish to achieve certification in the field of fire alarm systems from NICET.

After completing this course, you will be able to:

- Explain what NICET Certification is and how it will benefit you
- Complete the NICET application process for certification
- Take the appropriate texts to the exam
- Prepare for the exam by understanding the topics covered within it including Installation, Maintenance, and Submittal Preparations and System Layout.



Included in Library Subscription!

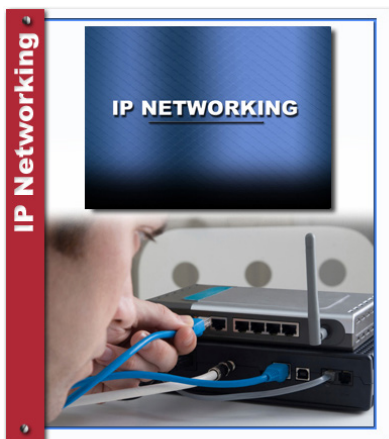
**6 Hours**

## NICET Level 2 Prep Course - Fire Alarm

The NICET Fire Alarm Level 2 preparatory course is designed to prepare you to take NICET's Fire Alarm Level II exam. This course will cover the topics you can expect to encounter. The course is also a great learning opportunity even for those technicians who don't wish to take the NICET exam.

This course is comprised of the following sections:

- 2.1 Installation
- 2.2 Commissioning and Testing
- 2.3 Troubleshooting
- 2.4 Site Conditions
- 2.5 Basic Electricity and Power Supplies
- 2.6 Startup and Programming



Included in Library Subscription!

**5 Hours**

**Approved for state licensing  
CEUs in: AL, LA, MS, NJ, and  
TN.**

**NC - Courses 2 & 4.**

**SD - Courses 1 & 4.**

## IP Networking for Security Series

IP Networking can be complex and confusing. The use of acronyms and an ever-changing landscape certainly does not make it any easier to learn and understand. In this course, we start with the very basics and work our way toward the more complex aspects of IP Networks. The series focuses on elements that a security professional will likely encounter and is written from a security perspective. Even those with a good understanding of the technology will benefit from this series.

Included in this series:

- Course 1: Basic Networking
- Course 2: Common Network Protocols
- Course 3: Network Transmission Mediums
- Course 4: Networking Hardware
- Course 5: Network Administration and Security



Included in Library Subscription!

**4 Hours**

**Approved for state licensing  
CEUs in: AL, LA, MS, NJ, SD and  
TN.**

**NC - Courses 2 & 4.**

### Troubleshooting Series

The Troubleshooting Series is designed specifically to address the needs of the technician in the field. The courses begin with the basics of electricity and circuits and move on to general troubleshooting techniques and tools that every technician in the field should be familiar with, regardless of the type of system they install. The courses then progress to specific topics and speak directly to the nuances, tools and techniques particular to that topic.

Included in this series:

- Course 1: Troubleshooting: Basic Electricity and Circuits
- Course 2: Troubleshooting: Tools and Techniques
- Course 3: Troubleshooting: IP Networks
- Course 4: Troubleshooting Wireless Systems



Included in Library Subscription!

**4 Hours**

**Approved for state licensing  
CEUs in: AL, LA, MS, NJ, SD and  
TN.**

### Codes and Standards Series

The Codes and Standards Series is designed to teach technicians in the low voltage industry about the various governing bodies that set standards for the services they provide. This series also covers the codes that must be followed when installing and maintaining these systems. The various codes can be difficult to find and interpret after locating them. These courses are designed to teach the student how the respective code books and publications are organized and how to reference and cross-reference. The goal is to teach the student HOW to effectively reference the codes and interpret them, not teach the individual codes and standards.

Included in this series:

- Course 1: Chapter 1 - Codes and Standards Overview
- Course 2: Chapters 2&3 - Wiring & Protection, Wiring Methods & Materials
- Course 3: Chapters 5&6 - Special Occupancies, Special Equipment
- Course 4: Chapter 7 - Special Conditions
- Course 5: Chapters 8&9 - Communications Systems, Tables



Included in Library Subscription!

**3 Hours**

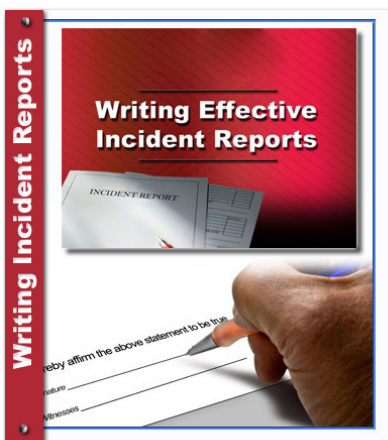
**Approved for state licensing  
CEUs in: AL, LA, MS, NC, NJ and  
TN.**

## Customer Service in the Security Industry

Everybody who deals with customers becomes the face of the organization to the end user. It is critical that all employees have the basic skills necessary to professionally communicate with customers regardless of the situation. This course goes through the basics of communicating with users, making customers feel positive about the interactions and dealing with difficult circumstances.

Included in this course:

- Module 1: Communications
- Module 2: Enhanced Customer Service Skills
- Module 3: Handling Difficult Customer Situations



Included in Library Subscription!

**1 Hour**

**Approved for state licensing  
CEUs in: AL, LA, MS, NJ, and  
TN.**

## Writing Effective Incident Reports

This course provides a thorough overview on the key aspects of crafting an effective incident report. Given the unique legal implications of such reports, it is critical that security professionals understand the proper way to document witnesses, evidence and events for their organization as well as public safety and law enforcement officials.

This course will cover the following topics:

- Report Types
- Inference Versus Fact
- The Importance of Details
- Avoiding the Appearance of Bias
- Clear and Concise Writing
- Wording – Spoken and Written
- Sequencing Events
- Witnesses
- Creating Documentation to Withstand Legal Scrutiny



Included in Library Subscription!

**3 Hours**

**Approved for state licensing  
CEUs in: AL, LA, MS, NC, NJ and  
TN.**

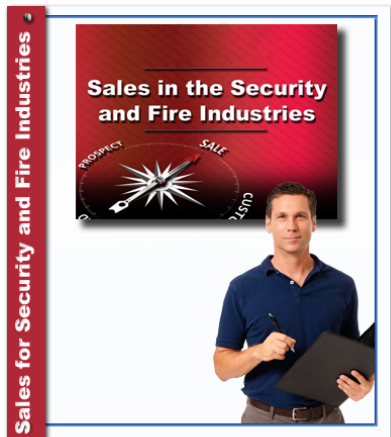
**SD - Module 3**

### Wireless Technologies Series

The Wireless Technologies courses are an in-depth series that provides a detailed look at the advantages and challenges presented by the installation of wireless alarm systems. The components include instruction on wireless devices, a look at wireless standards, and troubleshooting techniques to use with wireless systems.

The Wireless Technologies series is composed of three high-quality courses:

- Course 1: Wireless Components and Physics
- Course 2: Wireless Standards
- Course 3: Troubleshooting Wireless Systems



Included in Library Subscription!

**4 Hours**

**Approved for state licensing  
CEUs in: AL, LA, MS, NJ and TN.  
Approved in NC for 3 CEUs.**

### Sales in the Security Industry

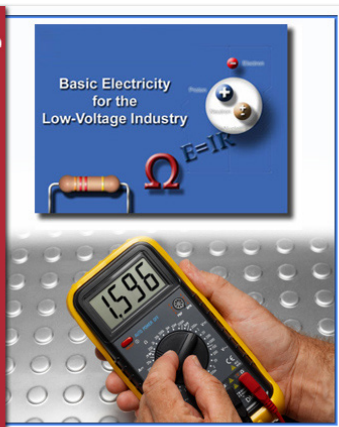
This course was developed specifically for sales professionals in the security industry. The concept of the sales cycle is simple to understand, but the nuances of making it work effectively on a consistent basis can be elusive. We discuss tried and true methods along with best practices to make your sales efforts more productive. Even seasoned sales professionals will come away with strategies to improve their results. The (4) one-hour modules include:

Prepare, Present, Propose and Process.

This course will cover the following topics:

- Sales vs. Marketing
- New Product Introductions
- Opening a Discussion
- Understanding the Customer's Needs
- Handling Objections
- Competitive Presentations
- Strategic Selling
- Selling a Relationship
- Closing the Sale
- Maintaining the Relationship

## Basic Electricity



Included in Library Subscription!

**1 Hour**

**Approved for state licensing  
CEUs in: AL, LA, MS, NJ, SD and  
TN.**

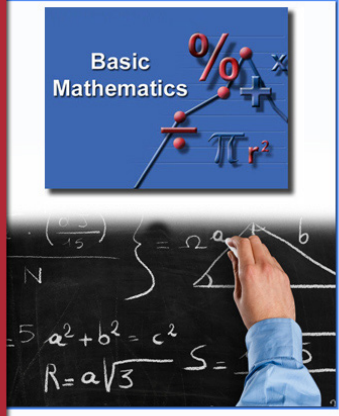
### Basic Electricity for the Low-voltage Industry

The Basic Electricity course is designed to prepare you for all of the basic electrical skills needed in the low-voltage industry. It is important for you to be familiar with the essentials of electricity and its uses. This course provides an extensive review of electrical theory and circuit types, as well as related formulas, calculations and conversions.

This course will cover the following topics:

- Ionization / Polarity
- Atoms
- Electrons
- Frequency
- Voltage
- Current
- Resistance
- Circuits

## Basic Mathematics



Included in Library Subscription!

**1 Hour**

**Approved for state licensing  
CEUs in: AL, LA, MS, NJ and TN.**

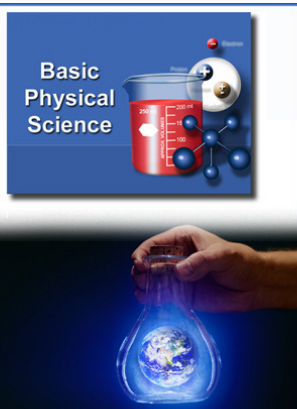
### Basic Mathematics

The Basic Mathematics course is designed to prepare you for the basic math skills needed in the security industry. It is important that you be able to convert decimal feet and inches to fractional feet and inches and vice versa. Other vital skills this course covers are calculating length, area, volume and temperature. It also discusses the equations used in scientific and engineering notation, as well as how to calculate gain and loss using decimals.

This course will cover the following topics:

- Calculating Percentages
- Converting Fractions and Decimals
- Calculating Areas
- Calculating Volumes
- Scientific and Engineering Notation
- Decibels
- Interpreting Graphs
- Geometric Equations

### Basic Physical Science



Included in Library Subscription!

**1 Hour**

**Approved for state licensing  
CEUs in: AL, LA, MS and TN.**

### Basic Physical Science

The Basic Physical Science course will cover four branches of physical science: Chemistry, Electricity, Heat and Mechanics and how they apply to the security industry.

This course will cover the following topics:

- Matter
- Volume
- Density
- Thermal Energy
- Conduction/Convection
- Electricity
- Current and Voltage
- Magnetism and Polarity
- Mechanical Energy / Kinetics
- Fluid Mechanics

### Basic First Aid



Included in Library Subscription!

**1 Hour**

**Approved for state licensing  
CEUs in: AL, LA, MS, NC, NJ, SD  
and TN.**

### Basic First Aid

The Basic First Aid course is designed to prepare you for the inevitable emergency situations that arise during your career. It is important that you be prepared to administer first aid when the need presents itself. This course includes the Heimlich maneuver, stroke, hyperthermia, moving injured victims, and a variety of stabilization techniques.

This course will cover the following topics:

- Emergency Guidelines
- Scene Safety
- Victim Assessment
- Spinal Injuries
- Shock
- Burns
- Hypothermia
- Excessive Bleeding
- Stroke
- Heimlich Maneuver
- CPR



Included in Library Subscription!

**1 Hour**

**Approved for state licensing**

**CEUs in: AL, LA, MS, NC, NJ, SD and TN.**

### Basic Individual Safety

The Basic Individual Safety course is designed to prepare you for basic individual safety skills that should be practiced on a daily basis when working on the job site. You should be able to identify and mitigate hazardous work conditions in an on-site environment. Additionally, it is vital to wear protective clothing to create a safe working environment as established by OSHA requirements.

This course will cover the following topics:

- OSHA
- Hazardous Conditions
- Injuries
- Fire Stages
- Ladders and Scaffolding
- Confined Spaces
- Hazardous Materials
- Protective Clothing



**2 Hours**

### Certified School Security Professional

The Certified School Security Professional (CSSP) is a comprehensive training program to help school security practitioners and parents answer the question “How do we protect our children when they are at school and away from our home?”

#### CSSP Level I - Introducing the Issues:

CSSP Level I provides training on the awareness of K-12 school security problems and the associated legislative landscape. Learners will be made aware of the broad range of challenges schools need to consider when creating comprehensive security plans.

CSSP level I is anticipated to meet the needs of individuals interested in familiarizing themselves with school security and safety issues. It also serves as an introduction to these issues for school level officials, security practitioners, and school security committees.



**2 Hours**



*As chief consultant for InterNetwork Service, an Information, Communications and Security services company, Tom is responsible for daily support of the IT security infrastructure for many Philadelphia based firms. Tom regularly maintains back office support for many of today's cutting edge technology issues along with security evaluations, vulnerability assessments and penetration tests. Tom is also an IT security trainer for a number of training organizations and has delivered security training around the globe including USA, EU, China and India. He has presented seminars at both Riverbed's Sharkfest and EC-Councils Hacker Halted conferences and regularly delivers webinars on security related subjects.*

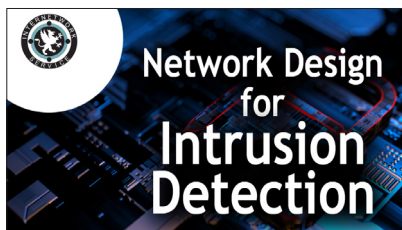
## Introduction to Cyber Security

This course is developed in partnership with Tom Uppgrove of InterNetwork Service. Tom is a Principle at InterNetwork Service and Co-Founder at CIASecure. Tom holds numerous industry certifications and is well known for his work in data protection, risk management and threat assessments.

The world of interconnected computing devices surrounds us today and will continue to influence almost everything in our lives. Initially TCP/IP wasn't designed with security in mind and only after vulnerabilities were discovered did the field of computer security develop. The term cyber could be used for many things but today it is accepted as any information in a digital data form. Hence Cyber Security is about protecting that digital data from the many dangers that can destroy it.

This course will cover the following topics:

- Elements of Cyber Security
- Risks Involved
- Threats to Computer Systems
- Defensive Strategies
- System Access, Authorization & Accounting
- Protocols and How they Work
- Encryption
- Protocols and the Tools to Measure Them
- Best Practices in Cyber Security



2 Hours



## Network Design for Intrusion Protection

Identifying unauthorized use, misuse and attacks on information systems is defined as intrusion detection. An intrusion detection system (IDS) is a device or software application that monitors a network or systems for malicious activity or policy violations. In this course we will first learn about the Internet and Intranets as well as understanding public and private Security Zones, Firewalls and types of Firewalls. From there we will define networks and types of networks including the Flat Network, Public Internet, VLANs, SD-WAN and MPLS, and Leased Lines.

It is important to understand that any malicious activity or violation is typically reported either to an administrator or collected centrally using a security information and event management (SIEM) system. A SIEM system combines outputs from multiple sources, and uses alarm filtering techniques to distinguish malicious activity from false alarms. In this course we will start to understand the dangers including the Bad Guys, Botnets and Crime Gangs, Nation State, Hacktivist, and Script Kiddies. Next we will define defense in depth including the layered approach and learn about what can happen and how to prevent it using a Prophylactic approach.



2 Hours



## Introduction to Cloud Security

Cloud computing is both as similar to traditional computing as it is different. If you have ever had a Hotmail, Yahoo, Gmail or any other Web based email address then you have been cloud computing. Before the adoption of cloud computing network engineers would draw pictures of clouds in their network diagrams to represent the unknown connections between their company and the company they were connecting to. In this course we will gain a better understanding of Cloud Computing specifically by defining NIST as a service model and a deployment model. We will explore the service model options including IaaS, PaaS & SaaS then look at the deployment model categories including Private, Public, community & Hybrid.

Then we will go on to define security in the Cloud, specifically the risk in cloud computing. Then we will discuss the three categories of security including Logical security, Physical security, and Premises security. Next, we will learn about the factors affecting Cloud Security and how multi-tenancy, virtual networks & hypervisors add to the complexity. Then we discuss Hypervisor Security, specifically the vulnerabilities attributed to management console, management server, administrative VM, VM, Hypervisor, and Hypervisor escape. Finally, we learn how to protect data in the Cloud using physical and encryption methods as well as how to deal with incident response in the Cloud. All of this can be facilitated by sharing the knowledge about information security standards and guidelines, including ISO 27001, HIPAA, Sarbanes Oxley, PCI, FISA, ENISA, IEEE, ANSI, and NSA.



**1 Hour**



SecurityCEU.com is proud to have established a partnership with Matterhorn Consulting to offer courses developed by Paul Boucherle in an online format to our customers.

## Business Communication Skill Building

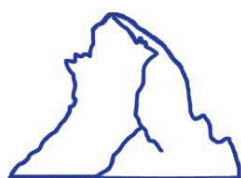
Would you like to stand out from the competition and within your company using good communication skills? Communication in one form or another comprises the majority of the 24 hours in our day. Communication can be verbal, written, and portrayed by body language.

- Good communication will help you get recognized by your boss and your peers.
- Good communication improves productivity and teamwork.
- Good communication includes the who, what, where, when and why in the message.
- Good communication is the result of active listening.

This course will give you insights and help build your communication and listening skills. The security industry is in the business of saving lives. How you communicate will have an impact on your clients. Develop good communication skills to command your career direction.



1 Hour



**Matterhorn**  
Consulting LLC

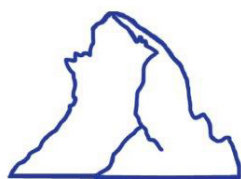
### Effective Communication Skills for Technicians and Installers

Technicians and Installers are the face of an organization to your most valuable asset, customers! How they communicate with a customer both verbally and non-verbally can have a tremendous impact on the customer relationship. It can also help or hinder referrals. techs may or may not be effectively interacting with their organization's sales team, project managers, and management.

The content in this course will help build technician communication skills and why they are important to their career and your company. Real world examples of what a technician/installer experiences in the field and inside the company will help them recognize and improve their communication skills. The result is more productivity, more effective operations, happier customers and giving the technician more confidence.



1 Hour



**Matterhorn**  
Consulting LLC

### The 6 C's of Communication for Effective Delegation

When done properly, delegation allows you to focus on the critical and high value parts of your work. When done poorly, you will double your work load! The two biggest paybacks for good delegation through communication are less stress every day and higher productivity. Less stress means more satisfaction with your work day and more fun in your personal life. We all want to make a difference. Good communication enables that to happen. The 6C method gets everyone on the same page and keeps them together. It sets clear expectations, commitment and establishes mutual respect. This program will help build your confidence by providing an effective method that will enable you to communicate and delegate more effectively every time.

Delegating is probably the most challenging task a manager or supervisor has. Your business style may "blind" you when you communicate. Just because you said it does not mean they "got it." Our program will take delegating to a higher level of effectiveness. The 6C's include: Capable (can person to whom you are delegating do what you are asking); Communication (is your communication clear and concise); Commitment (do you have buy-in; are you both on the same page); Consequences (set up checkpoints throughout the task; set up time frames and accountability); Coaching (developing your team) and Consistency (make this part of your business skill set).

## Partner Courses



**6 Hours**

### Frontline Project Management for Systems and Security

Nadim Sawaya, Owner and Principle at EPC, is known throughout the security industry as the go-to guy for all things project management. SecurityCEU.com has partnered with EPC to provide our students access to his world renowned Frontline Project Management courses in a convenient and flexible online format.

This series is designed specifically for project managers in the Systems and Security industries. This detailed and insightful 6-hour course will be valuable for both seasoned and novice project managers. Each topic is covered extensively and includes best practices and exercises that ensure complete understanding of the material.

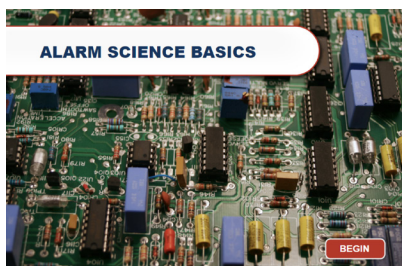
The series covers the following topics:

- Module 1: Managing the Project Team
- Module 2: Defining Phase
- Module 3: Planning Phase
- Management Module 4: Implementation Phases
- Project Management Module 5: Closing Phase

\* Partner courses are not included in the SecurityCEU.com Library Subscription Model.

## IDS RESEARCH AND DEVELOPMENT, INC.

CERTIFIED EXPERTS IN SECURITY AND ALARM SYSTEMS



2 Hours

### Alarm Science Basics Course 1

Alarm Science, at its core, is helping to scientifically and technically ensure that electronic security and life safety systems will operate as intended, and most importantly, when needed in an emergency. Alarm Science further helps ensure the appropriate notification of the subscriber and the local authorities of an emergency.

The material in this course is viewed from a security, life safety, and legal perspective. The same principles and best practices that may help protect your subscribers from serious personal injury and loss of life and property damage may also help minimize your legal liability. Alarm contractors, installers, and the central station industry can benefit from applying alarm science in its business operations.

This course is presented in partnership with Jeffrey D. Zwirn, CPP, CFPS, CFE, SET, FASI&T, CHPA-IV, MBAT, President of IDS Research and Development, Incorporated, with over 40 years of specialized expertise in the alarm and security industry. Mr. Zwirn has been involved in the security survey, need analysis, system recommendations, sales, design, installation, programming, testing, inspection, service, maintenance, and monitoring of more than five thousand (5,000) security and life safety systems for residential, commercial, industrial, and governmental applications. Mr. Zwirn literally wrote the book on Alarm Science and is the preeminent forensic alarm system evaluation expert.

\* Partner courses are not included in the SecurityCEU.com Library Subscription Model.

## BEDROCK Learning



**4 Hours**  
**CEDIA (2 CEUs)**  
**ETA (4 Contact Hours)**

**Approved for state licensing**  
**CEUs in:**

**AL (4 hrs)**  
**DE (1CEU)**  
**LA (4 Hrs)**  
**MS (4 hrs)**  
**MT (4 hrs)**  
**TN (4 hrs)**

### The Connected World

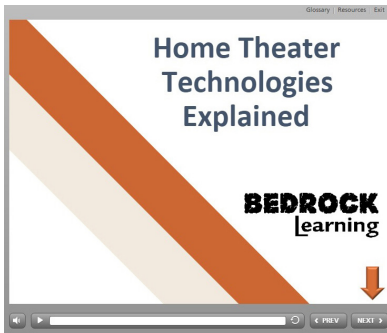
This engaging introduction is recommended for all types of employees and is designed for anyone new to the industry or interested in the growing market opportunities. This course delivers an overview of the smart home industry and IoT. Gain an explanation and appreciation of the Internet of Things. Learn about systems, capabilities, benefits, and the technical infrastructure that delivers integration of products and services. Examine trends and innovations changing the way we live, work, and play, and get a glimpse into future technologies.

The course covers content on:

- Life in Today's Digital World
- The Internet of Things
- Industry Players and Stakeholders
- Making It Happen
- Networking
- Surveillance & Communications
- Entertainment
- Lighting Control
- Environment and Energy Management
- Security, Health, and Safety
- Power Quality and Other Systems
- Integrated Home Control
- Industry Trends and Insights

\* Partner courses are not included in the SecurityCEU.com Library Subscription Model.

## BEDROCK learning



**4 Hours**

**ESA (4 hours)**

**CEDIA (2 CEUs)**

**ETA (4 Contact Hours)**

**Approved for state licensing**

**CEUs in:**

**AL (4 hrs)**

**LA (4 Hrs)**

**MS (4 hrs)**

**MT (4 hrs)**

**TN (4 hrs)**

### Home Theater Technologies Explained

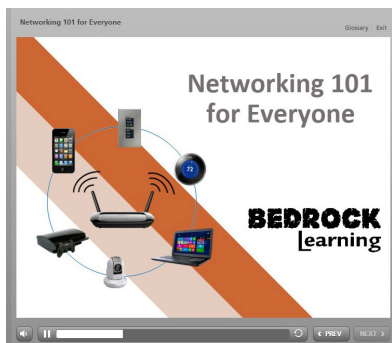
Create the best viewing experience possible by learning key concepts of home theater, including aspect ratios, video formats, audio formats, reproduction and power conditioning. Learn about digital sources and streaming media. Grasp detailed step-by-step system design, installation procedures, along with video and audio calibration to maximize performance.

The course covers content on:

- Home Theater Overview
- Home Theater Sources
- Home Theater Video Displays
- Home Theater A/V Processing
- Home Theater Audio
- Control and Environment
- Design a Home Theater System
- Begin a Home Theater System Install
- Finish Home Theater Installation
- Troubleshooting Home Theater

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## BEDROCK learning



**2 Hours**  
**ETA (2 Contact Hours)**

**Approved for state licensing**  
**CEUs in:**  
**LA (2 Hrs)**  
**MT (2 hrs)**

### Networking 101 for Everyone

This course is an introduction to networking concepts and stands alone. It is intended for everyone and provides a basic understanding of networking and how networks are an integral part of everyday life. This easy-to-understand course explains the Internet and IoT, along with networking fundamentals from addresses to connectivity. When you've finished the course, you will be able to share networking terms, identify network devices, and recognize network concepts.

The course covers content on:

- The Internet and IoT
- What is a Network
- Protocols and Naming
- IP Addressing
- Network Concepts
- Best Practices to Follow

## BEDROCK learning



**2 Hours**  
**CEDIA (1 CEU)**  
**ETA (2 Contact Hours)**

**Approved for state licensing**  
**CEUs in:**  
**LA (2 Hrs)**  
**MT (2 hrs)**  
**NJ (2 hrs)**

### Alliances

Building alliances isn't easy. As a matter of fact, if not done properly, you will spin your wheels and waste time. Get the simple, step-by-step processes to avoid pitfalls and produce revenue you deserve. Isn't it time to build a network of individuals who willingly hand leads to you? With Gail Kasper.

The course covers content on:

- 9 Steps to Develop Alliances
- Meeting Alliances and Co-marketing Strategies
- Identify "Red Flags" and When to Quit an Alliance
- 3 Things That Will Set You Up for Success With An Alliance
- How to Cold Call an Alliance and Create Opportunities
- Control and Environment
- Design a Home Theater System
- Follow-up and Effective Techniques

### BEDROCK Learning



**2 Hours**

**CEDIA (1 CEU)**

**ETA (2 Contact Hours)**

**Approved for state licensing**

**CEUs in:**

**LA (2 Hrs)**

**MT (2 hrs)**

**NJ (2 hrs)**

### Make Money with Referrals

The course covers content on:

- 3 Steps of the Referral Process and How to Get Results
- Create and Incorporate a Customer Priority Program
- Deliver a Proven Referral Presentation
- 3 Biggest Mistake With Referral Prospecting
- Maximize Inter-department or Inter-industry Referrals
- How to Utilize Incentives with Fellow Employees

### BEDROCK Learning



**2 Hours**

**CEDIA (1 CEU)**

**ETA (2 Contact Hours)**

**Approved for state licensing**

**CEUs in:**

**LA (2 Hrs)**

**MT (2 hrs)**

**NJ (2 hrs)**

### Cold Calling

One of the most disliked sales activities is cold calling. Gail Kasper gets you set up for success, strengthens your resilience, and provides easy to follow processes to ensure confidence, whether you are cold calling in the field or on the phone. With Gail Kasper.

The course covers content on:

- Critical Qualities and 2 Ways to Get Your Team to Cold Call Effectively
- The Cold Calling Pyramid and Implement ACE Before Cold Calling
- Obtain Lists to Cold Call and Create Scripts for Phone and Door-to-Door Cold Calling
- Schedule Appointments that Stick and 4 Ways to Connect With a Prospect
- Prepare For and Manage 5 Key Objections and Reverse Selling
- 2 Considerations When Planning Cold Call Times