



FANUC Certified Education CNC Training Curriculum FAQ



Here we provide answers for FANUC America authorized resellers to questions that may not be addressed in other promotional materials.

- 1) *Must a school be FANUC-Certified in order to use these curriculum materials?***
 - a. No. Any CNC-teaching school can use these curriculums. They are appropriate for any CNC classes that stress the use of CNC machining centers or turning centers (regardless of which CNC control is being used for practice). Adopting these FANUC-approved curriculums may be the school's first step toward FANUC certification.
- 2) *Is the academia version of the FANUC Certified Education CNC Training curriculum the same as the industry and individuals version?***
 - a. Yes. Though academia pricing is much lower, all content is exactly the same.
 - b. We provide two delivery options for academia: on-line (content is provided on-line) and off-line (content is provided with hard-copy manuals and a CD-rom disc).
- 3) *Is it important that one class be taken before the other (machining center or turning center)?***
 - a. From a content standpoint, no. The curriculum materials for each class are self-sufficient. That said, a given instructor will likely feel that it is better to start with one class or the other. They can choose either class to start, and rest assured that all necessary material will be covered.
 - b. There is some overlap between curriculums, especially early on in each Key Concept when we are explaining basic principles. For this reason, once a student finishes one class, they will find it easier (and faster) to complete the other.
- 4) *Can students take both classes at the same time?***
 - a. While it is possible, we don't recommend it. Doing so could be overly confusing to students. Indeed, most schools recognize this and will break the two machine types into two separate semester-long classes.
- 5) *How long will it take a student to complete each curriculum?***
 - a. Assuming that the instructor assigns all of the presentations and reading materials - and requires that students complete all tests, exercises, and programming activities - we estimate that students with average aptitude will spend about 30 hours completing each curriculum.
- 6) *Why are there two delivery options?***
 - a. Schools/instructors vary when it comes to how they want students to learn. More and more are trending toward eLearning while others still prefer more traditional materials (textbooks and workbooks). Our two delivery options will allow for both preferences.
- 7) *Is the content the same with each delivery option?***
 - a. Yes, the same presentations, reading materials, tests, coordinate sheet exercises, and programming activities are provided regardless of which delivery option is chosen.
- 8) *With the on-line delivery option, if a school chooses to purchase annual subscription seats, how many students can use the seat during the year?***
 - a. There is no limit to the number of students. While each annual subscription seat provides access to one student at a time, the seat can be used over and over again

during the year. However, each seat allows access to one curriculum at a time. A student concurrently enrolled in both curriculums, though not recommended, will require two seats.

9) Does the school have to purchase separate annual subscription seats for each curriculum?

- a. No. If the school purchases ten annual subscription seats, for example, three students could be enrolled in the machining center curriculum and seven in the turning center curriculum - or in any combination of students/curriculums.

10) With the on-line delivery option, if a school chooses to purchase access code coupons (one time use, one class), how long will students have access to curriculum materials?

- a. Students will have access to curriculum materials for the length of time the class runs. Most CNC-teaching schools run their CNC classes for a full semester - sixteen weeks.
- b. We will be flexible when it comes to class time. We can accommodate different class times (like trimesters) as long as we know how the school works in this regard.

11) I know of other eLearning systems that provide a year of on-line access. Why do we provide only sixteen weeks of on-line access?

- a. Whenever this question comes up, be sure to point out that students can **permanently retain** all of the on-line content in our CNC curriculums. They can save presentations with an iPad. They can save and print (.pdf) reading materials (this is the same content that is in the off-line textbook). And they can save and print test results, coordinate sheet exercises, and programming activities. So again, *students will have permanent access to on-line resources* as long as they save the materials during the period of time they have access to the on-line content.
- b. But to answer the question: Since schools normally run CNC classes for sixteen weeks, students will no longer need on-line access after this period. Indeed, the instructor will no longer be available to answer questions and grade exercises.

12) Can an access code coupon be applied to either class?

- a. No. Much like a textbook, an access code coupon is designated for use with one class. The school must order an appropriate number of access code coupons to accommodate the number of students in each upcoming class, just as they would with textbook orders.

13) When is it better to choose annual subscription seats for students to gain access to on-line content?

- a. If the school conducts a class that uses the curriculums multiple times during the year, or if they have an "open-in, open-out" registration method and students are coming and going on a regular basis, the annual subscription seats will be a better value. Instructors will have more control of when students are registered, and one seat can be used for either curriculum throughout the year.
- b. This method also allows for students who quit the program. If a student quits, another can be immediately placed in the seat.
- c. Annual subscriptions give the school more control and remove the school's bookstore from the process.

14) When is it better to choose access code coupons for students to gain access to on-line content?

- a. If the school conducts classes that use either of the curriculums less than three times a year, or if they would like the student to purchase on-line curriculum on their own

(possibly through the school bookstore), we recommend providing access with access code coupons. They allow a pay-as-you-go method.

15) Can instructors receive access to on-line content for evaluation purposes?

- a. Yes. We simply need the instructor's name, school name, and email address. We will provide them with access to all on-line content for thirty days.

16) Can instructors use the on-line content to improve their own understanding of CNC?

- a. Yes. One of the certification requirements is that instructors go through the same on-line content that their students will be using. We provide this access at no charge to the instructor. We feel instructors must understand the on-line content well enough to help students through it.

17) What is the process once a school chooses the on-line delivery option?

- a. We'll need some information about the instructor and school. We'd like to speak to the instructor directly to avoid confusion.
- b. The instructor will be set up as the facilitator for his/her students. This takes a few business days. We will provide the instructor with student access to curriculum materials, access to student progress, and will ensure that they receive all email correspondence from students (questions, test results, and exercise submissions). Instructors will also be given access to instructor materials, including instructions for getting started, lesson plans, and answers to exercises.
- c. If the instructor has not already done so during the evaluation/decision process, we urge them to go through the curriculum materials as a student would.
- d. The school must acquire access code coupons or annual subscription seats (from a FANUC America authorized reseller).
- e. Depending upon how student access will be granted (with access code coupons, or annual subscriptions), each student must be given registration instructions. Access code coupons include registration instructions. We will provide instructors having annual subscription seats with instructions they can pass along to students.
- f. Students will fill in an on-line registration form, providing simple information, like name, email address, and the access code number.
 - i. When a registration form is submitted for a subscription seat, we will simply replace the previous student with the new student.
- g. We will complete the student's registration on the same or next business day. Students will be sent a welcome email that includes their user ID, password, and a link to the log-in page.
- h. The student begins. Again, all class correspondence will be automatically emailed to the instructor/facilitator.

18) For instructors choosing the off-line delivery option, can they receive evaluation copies of the textbooks and workbooks?

- a. Yes. We simply need the instructor name, school name, and shipping address. Evaluation copies will be used as instructor copies assuming they eventually elect to use the curriculum.

19) Can textbooks and workbooks be reused?

- a. Students are intended to write in the workbooks - they may even be asked to remove pages for submission - so they cannot be reused. Textbooks are library quality, soft-

bound books. With gentle use, they should hold up for at least two or three uses. Note, however, if the school keeps the textbooks, students will not have a permanent reference from the class.

20) What is the process once a school chooses the off-line delivery option?

- a. We will need information about the school and instructor, including where to ship the instructor materials.
- b. Instructors will use hard copy materials as they would any other textbooks.
- c. If purchasing presentations CDs, instructors can make them available to students for study on school computers.

21) What if the school provides curriculum materials through a bookstore?

- a. Annual subscription seats must be purchased directly by the school, but access code coupons, textbooks, and workbooks are commonly provided by the school's bookstore. In this case, your customer will be the school's bookstore. You must work with the school/instructor to determine the sales process. School bookstores contacting FANUC America or CNC Concepts, Inc. will be directed to the appropriate FANUC America approved reseller.
- b. Bookstores will mark up the prices of items they sell, especially if the bookstore is not owned and run by the school. Our pricing is based upon your final sale to the school or the school's bookstore. It will be your net pricing to the bookstore. We provide no further discounts for bookstore purchases.

22) What is the permanent license CD?

- a. This off-line purchase option is **available only to high schools**. High schools do not get revenue from students as higher education does. We provide this one-time purchasing option to accommodate their unique purchasing issues.
- b. This CD, which must remain on school premises and run only on school computers, contains the same curriculum materials provided on-line, but runs on a local computer. Computers must still have internet access to allow submissions of questions, test results, and exercises for instructor grading.
- c. There are two discs available - one for the machining center curriculum and the other for the turning center curriculum.
- d. A separate disc is required for each student working concurrently. If the school plans on having ten students working on the machining center curriculum at the same time, ten machining center discs will be required.
- e. Discs can be reused from one school year to the next - they do not expire.
- f. There is no discount for replacement discs. Instructors must ensure that they are not damaged, lost, or stolen.

23) Why is the permanent license CD available only to high schools?

- a. Since high schools do not receive revenue directly from students, as higher education schools do, their resources are more limited. Additionally, students seldom pay for their own learning materials. For these reasons, it may be difficult (if not impossible) for high schools to purchase training products that involve time-limited subscriptions. The permanent license CD will provide them with a way to own the curriculum materials with a one-time purchase.
- b. Since educational institutions like community colleges, colleges, and universities do collect tuition revenue from students, and students are commonly expected to pay lab fees and purchase their own books and other learning materials, we do not provide this purchase option to higher education.