(54) Title: SYSTEMS AND METHODS FOR MAINTAINING SKILL LEVELS OF PROFESSIONALS

(57) Abstract: The present invention relates to systems and methods for managing a sales engineering process and to methods for training a sales engineer.
(88) Date of publication of the international search report:
15 December 2005

For two-letter codes and other abbreviations, refer to the "Guidance Notes on Codes and Abbreviations" appearing at the beginning of each regular issue of the PCT Gazette.
INTERNATIONAL SEARCH REPORT

A. CLASSIFICATION OF SUBJECT MATTER

IPC(7) : G06F 17/60
US Cl. : 705/1

According to International Patent Classification (IPC) or to both national classification and IPC

B. FIELDS SEARCHED

Minimum documentation searched (classification system followed by classification symbols)

U.S.: 705/1

Documentation searched other than minimum documentation to the extent that such documents are included in the fields searched

Electronic database consulted during the international search (name of database and, where practicable, search terms used)

C. DOCUMENTS CONSIDERED TO BE RELEVANT

<table>
<thead>
<tr>
<th>Category</th>
<th>Citation of document, with indication, where appropriate, of the relevant passages</th>
<th>Relevant to claim No.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Y</td>
<td>US 2002/0029161 A1 (BRODERSEN et al) 07 March 2002 (07.03.2002)</td>
<td>1-21</td>
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</tbody>
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Further documents are listed in the continuation of Box C. See patent family annex.

Date of the actual completion of the international search

05 June 2005 (05,06,2005)

Date of mailing of the international search report

26 OCT 2005

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