

Soggetto Beneficiario: L.3 S.R.L.

Titolo del progetto: MEDICAL CLINIC 4.0

Sede di svolgimento: VIA CONCHIA 2 - CAP 70043 - MONOPOLI (BA)

Partita iva aziendale: 07640280728

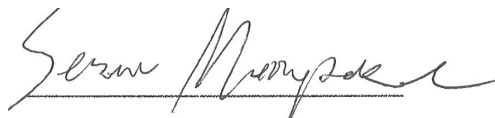
Modulo formativo: CRM SALES FORCES

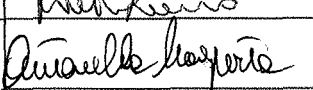
PROGRAMMA SVOLTO

Qualifica del lead

Registro del: 04/10/2021

Firma Docente



LAVORATORE	ORA INGRESSO	FIRMA	ORA USCITA	FIRMA
ROSA GIANNOLA	09:00		12:00	
ISABELLA ANNA CAMPANELLI	09:00		12:00	
PATRIZIA SEMERARO	09:00		12:00	
MARINA FIUME	09:00		12:00	
NICOLA LIUZZI	09:00		12:00	
CATERINA MUOLO	09:00		12:00	
MARIALURA ROTONDO	09:00		12:00	
LUCIANA CURLO	09:00		12:00	
FLORIANO FAUZZI	09:00		12:00	
PRUDENZIA LOSAVIO	09:00		12:00	
ANTONELLA MANOSPERTA	09:00		12:00	

Numero ore giornaliere: 3

Totale presenze allievi del giorno N. 11

Il Legale rappresentante

A handwritten signature in black ink, consisting of a stylized 'P' followed by a series of loops and a final vertical stroke.

Note

Soggetto Beneficiario: L.3 S.R.L.

Titolo del progetto: MEDICAL CLINIC 4.0

Sede di svolgimento: VIA CONCHIA 2 - CAP 70043 - MONOPOLI (BA)

Partita iva aziendale: 07640280728

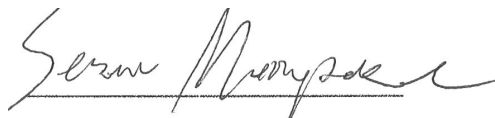
Modulo formativo: CRM SALES FORCES

PROGRAMMA SVOLTO

Qualifica del lead

Registro del: 06/10/2021

Firma Docente



LAVORATORE	ORA INGRESSO	FIRMA	ORA USCITA	FIRMA
ROSA GIANNOLA	09:00		12:00	
ISABELLA ANNA CAMPANELLI	09:00		12:00	
PATRIZIA SEMERARO	09:00		12:00	
MARINA FIUME	09:00		12:00	
NICOLA LIUZZI	09:00		12:00	
CATERINA MUOLO	09:00		12:00	
MARIALURA ROTONDO	09:00		12:00	
LUCIANA CURLO	09:00		12:00	
FLORIANO FAUZZI	09:00		12:00	
PRUDENZIA LOSAVIO	09:00		12:00	
ANTONELLA MANOSPERTA	09:00		12:00	

Numero ore giornaliere: 3

Totale presenze allievi del giorno N. 11

Il Legale rappresentante

A handwritten signature in black ink, consisting of a stylized 'P' followed by 'ml' and a horizontal stroke.

Note

Soggetto Beneficiario: L.3 S.R.L.

Titolo del progetto: MEDICAL CLINIC 4.0

Sede di svolgimento: VIA CONCHIA 2 - CAP 70043 - MONOPOLI (BA)

Partita iva aziendale: 07640280728

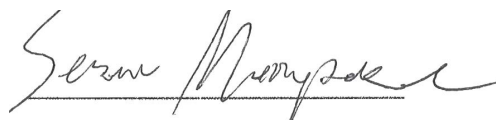
Modulo formativo: CRM SALES FORCES

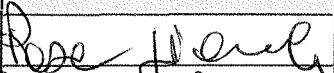

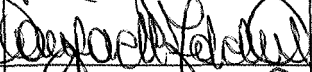
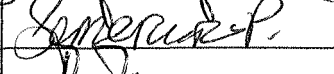
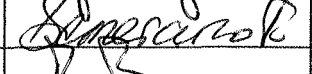
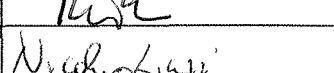
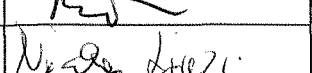
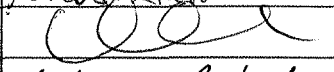

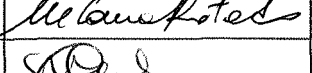
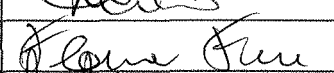

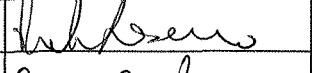


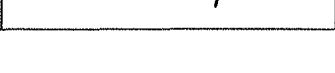


PROGRAMMA SVOLTO

Qualifica del lead

Registro del: 07/10/2021

Firma Docente



LAVORATORE	ORA INGRESSO	FIRMA	ORA USCITA	FIRMA
ROSA GIANNOLA	09:00		12:00	
ISABELLA ANNA CAMPANELLI	09:00		12:00	
PATRIZIA SEMERARO	09:00		12:00	
MARINA FIUME	09:00		12:00	
NICOLA LIUZZI	09:00		12:00	
CATERINA MUOLO	09:00		12:00	
MARIALURA ROTONDO	09:00		12:00	
LUCIANA CURLO	09:00		12:00	
FLORIANO FAUZZI	09:00		12:00	
PRUDENZIA LOSAVIO	09:00		12:00	
ANTONELLA MANOSPERTA	09:00		12:00	

Numero ore giornaliere: 3

Totale presenze allievi del giorno N. 11

Il Legale rappresentante

A handwritten signature in black ink, appearing to be 'P. M.', enclosed within a circular stamp or seal.

Note

Soggetto Beneficiario: L.3 S.R.L.

Titolo del progetto: MEDICAL CLINIC 4.0

Sede di svolgimento: VIA CONCHIA 2 - CAP 70043 - MONOPOLI (BA)

Partita iva aziendale: 07640280728

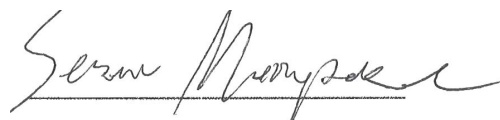
Modulo formativo: CRM SALES FORCES

PROGRAMMA SVOLTO

Impostazione flusso di lavoro del CRM

Registro del: 25/10/2021

Firma Docente



LAVORATORE	ORA INGRESSO	FIRMA	ORA USCITA	FIRMA
ROSA GIANNOLA	09:00		12:00	
ISABELLA ANNA CAMPANELLI	09:00		12:00	
PATRIZIA SEMERARO	09:00		12:00	
MARINA FIUME	09:00		12:00	
NICOLA LIUZZI	09:00		12:00	
CATERINA MUOLO	09:00		12:00	
MARIALURA ROTONDO	09:00		12:00	
LUCIANA CURLO	09:00		12:00	
FLORIANO FAUZZI	09:00		12:00	
PRUDENZIA LOSAVIO	09:00		12:00	
ANTONELLA MANOSPERTA	09:00		12:00	

Numero ore giornaliere: 3

Totale presenze allievi del giorno N. 11

Il Legale rappresentante

A handwritten signature in black ink, consisting of a large, stylized 'P' followed by a series of loops and a final vertical stroke.

Note

Soggetto Beneficiario: L.3 S.R.L.

Titolo del progetto: MEDICAL CLINIC 4.0

Sede di svolgimento: VIA CONCHIA 2 - CAP 70043 - MONOPOLI (BA)

Partita iva aziendale: 07640280728

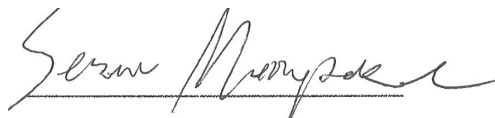
Modulo formativo: CRM SALES FORCES

PROGRAMMA SVOLTO

Impostazione flusso di lavoro del CRM

Registro del: 26/10/2021

Firma Docente



LAVORATORE	ORA INGRESSO	FIRMA	ORA USCITA	FIRMA
ROSA GIANNOLA	09:00		12:00	
ISABELLA ANNA CAMPANELLI	09:00		12:00	
PATRIZIA SEMERARO	09:00		12:00	
MARINA FIUME	09:00		12:00	
NICOLA LIUZZI	09:00		12:00	
CATERINA MUOLO	09:00		12:00	
MARIALURA ROTONDO	09:00		12:00	
LUCIANA CURLO	09:00		12:00	
FLORIANO FAUZZI	09:00		12:00	
PRUDENZIA LOSAVIO	09:00		12:00	
ANTONELLA MANOSPERTA	09:00		12:00	

Numero ore giornaliere: 3

Totale presenze allievi del giorno N. 11

Il Legale rappresentante

A handwritten signature in black ink, consisting of a stylized 'P' followed by 'ml'.

Note

Soggetto Beneficiario: L.3 S.R.L.

Titolo del progetto: MEDICAL CLINIC 4.0

Sede di svolgimento: VIA CONCHIA 2 - CAP 70043 - MONOPOLI (BA)

Partita iva aziendale: 07640280728

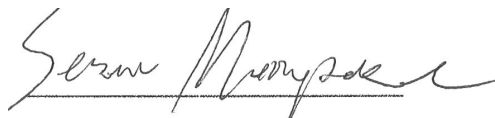
Modulo formativo: CRM SALES FORCES

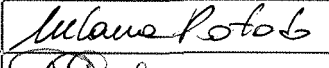
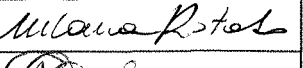

PROGRAMMA SVOLTO

Impostazione flusso di lavoro del CRM

Registro del: 27/10/2021

Firma Docente



LAVORATORE	ORA INGRESSO	FIRMA	ORA USCITA	FIRMA
ROSA GIANNOLA	09:00		12:00	
ISABELLA ANNA CAMPANELLI	09:00		12:00	
PATRIZIA SEMERARO	09:00		12:00	
MARINA FIUME	09:00		12:00	
NICOLA LIUZZI	09:00		12:00	
CATERINA MUOLO	09:00		12:00	
MARIALURA ROTONDO	09:00		12:00	
LUCIANA CURLO	09:00		12:00	
FLORIANO FAUZZI	09:00		12:00	
PRUDENZIA LOSAVIO	09:00		12:00	
ANTONELLA MANOSPERTA	09:00		12:00	

Numero ore giornaliere: 3

Totale presenze allievi del giorno N. 11

Il Legale rappresentante

A handwritten signature in black ink, consisting of a stylized 'P' followed by a series of loops and a final vertical stroke.

Note

Soggetto Beneficiario: L.3 S.R.L.

Titolo del progetto: MEDICAL CLINIC 4.0

Sede di svolgimento: VIA CONCHIA 2 - CAP 70043 - MONOPOLI (BA)

Partita iva aziendale: 07640280728

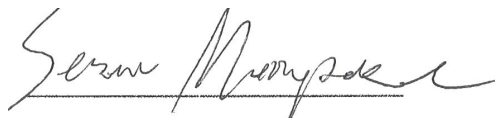
Modulo formativo: CRM SALES FORCES

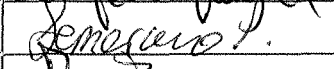




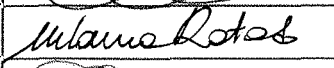
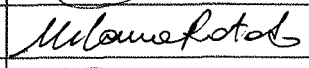

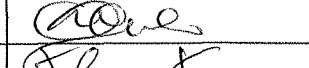
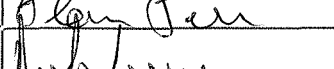

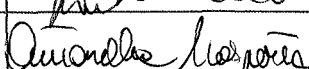

PROGRAMMA SVOLTO

Customer journey

Registro del: 28/10/2021

Firma Docente



LAVORATORE	ORA INGRESSO	FIRMA	ORA USCITA	FIRMA
ROSA GIANNOLA	09:00		12:00	
ISABELLA ANNA CAMPANELLI	09:00		12:00	
PATRIZIA SEMERARO	09:00		12:00	
MARINA FIUME	09:00		12:00	
NICOLA LIUZZI	09:00		12:00	
CATERINA MUOLO	09:00		12:00	
MARIALURA ROTONDO	09:00		12:00	
LUCIANA CURLO	09:00		12:00	
FLORIANO FAUZZI	09:00		12:00	
PRUDENZIA LOSAVIO	09:00		12:00	
ANTONELLA MANOSPERTA	09:00		12:00	

Numero ore giornaliere: 3

Totale presenze allievi del giorno N. 11

Il Legale rappresentante

A handwritten signature in black ink, consisting of a stylized 'P' followed by a series of loops and a final vertical stroke.

Note

Soggetto Beneficiario: L.3 S.R.L.

Titolo del progetto: MEDICAL CLINIC 4.0

Sede di svolgimento: VIA CONCHIA 2 - CAP 70043 - MONOPOLI (BA)

Partita iva aziendale: 07640280728

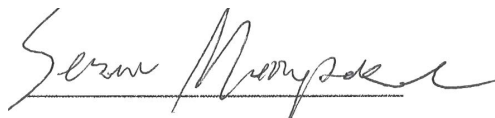
Modulo formativo: CRM SALES FORCES

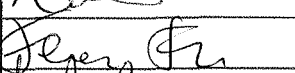
PROGRAMMA SVOLTO

Customer journey

Registro del: 03/11/2021

Firma Docente



LAVORATORE	ORA INGRESSO	FIRMA	ORA USCITA	FIRMA
ROSA GIANNOLA	09:00		12:00	
ISABELLA ANNA CAMPANELLI	09:00		12:00	
PATRIZIA SEMERARO	09:00		12:00	
MARINA FIUME	09:00		12:00	
NICOLA LIUZZI	09:00		12:00	
CATERINA MUOLO	09:00		12:00	
MARIALURA ROTONDO	09:00		12:00	
LUCIANA CURLO	09:00		12:00	
FLORIANO FAUZZI	09:00		12:00	
PRUDENZIA LOSAVIO	09:00		12:00	
ANTONELLA MANOSPERTA	09:00		12:00	
LEONARDO TOSCANO	09:00		12:00	

Numero ore giornaliere: 3

Totale presenze allievi del giorno N. 12

Il Legale rappresentante

A handwritten signature in black ink, consisting of a large, stylized capital 'P' followed by a series of loops and a final downward stroke.

Note

Soggetto Beneficiario: L.3 S.R.L.

Titolo del progetto: MEDICALCLINIC 4.0

Sede di svolgimento: VIA CONCHIA 2 - CAP 70043 - MONOPOLI (BA)

Partita iva aziendale: 07640280728

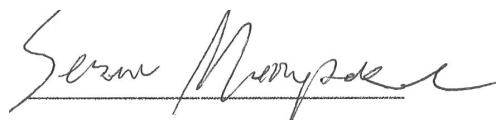
Modulo formativo: CRM SALES FORCES


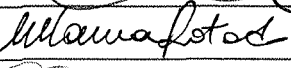

PROGRAMMA SVOLTO

Customer journey

Registro del: 04/11/2021

Firma Docente



LAVORATORE	ORA INGRESSO	FIRMA	ORA USCITA	FIRMA
ROSA GIANNOLA	09:00		12:00	
ISABELLA ANNA CAMPANELLI	09:00		12:00	
PATRIZIA SEMERARO	09:00		12:00	
MARINA FIUME	09:00		12:00	
NICOLA LIUZZI	09:00		12:00	
CATERINA MUOLO	09:00		12:00	
MARIALURA ROTONDO	09:00		12:00	
LUCIANA CURLO	09:00		12:00	
FLORIANO FAUZZI	09:00		12:00	
PRUDENZIA LOSAVIO	09:00		12:00	
ANTONELLA MANOSPERTA	09:00		12:00	
LEONARDO TOSCANO	09:00		12:00	

Numero ore giornaliere: 3

Totale presenze allievi del giorno N. 12

Il Legale rappresentante

A handwritten signature in black ink, consisting of a large, stylized capital 'P' followed by a series of loops and a final vertical stroke.

Note

Soggetto Beneficiario: L.3 S.R.L.

Titolo del progetto: MEDICAL CLINIC 4.0

Sede di svolgimento: VIA CONCHIA 2 - CAP 70043 - MONOPOLI (BA)

Partita iva aziendale: 07640280728

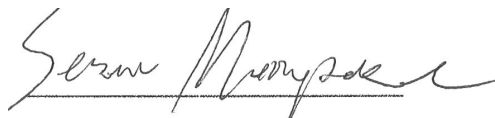
Modulo formativo: CRM SALES FORCES

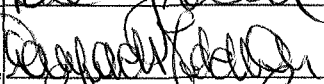
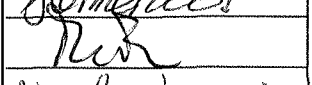
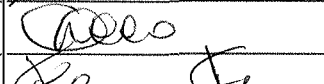
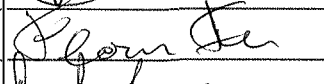
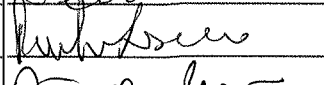
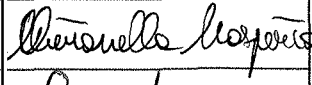
PROGRAMMA SVOLTO

Impostazione flusso di lavoro del CRM

Registro del: 08/11/2021

Firma Docente



LAVORATORE	ORA INGRESSO	FIRMA	ORA USCITA	FIRMA
ROSA GIANNOLA	09:00		12:00	
ISABELLA ANNA CAMPANELLI	09:00		12:00	
PATRIZIA SEMERARO	09:00		12:00	
MARINA FIUME	09:00		12:00	
NICOLA LIUZZI	09:00		12:00	
CATERINA MUOLO	09:00		12:00	
MARIALURA ROTONDO	09:00		12:00	
LUCIANA CURLO	09:00		12:00	
FLORIANO FAUZZI	09:00		12:00	
PRUDENZIA LOSAVIO	09:00		12:00	
ANTONELLA MANOSPERTA	09:00		12:00	
LEONARDO TOSCANO	09:00		12:00	

Numero ore giornaliere: 3

Totale presenze allievi del giorno N. 12

Il Legale rappresentante

A handwritten signature in black ink, consisting of a large, stylized capital 'P' followed by a series of loops and a final vertical stroke.

Note

Soggetto Beneficiario: L.3 S.R.L.

Titolo del progetto: MEDICAL CLINIC 4.0

Sede di svolgimento: VIA CONCHIA 2 - CAP 70043 - MONOPOLI (BA)

Partita iva aziendale: 07640280728

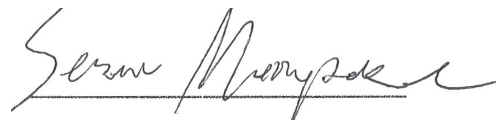
Modulo formativo: CRM SALES FORCES

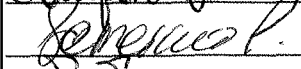
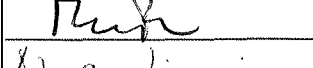

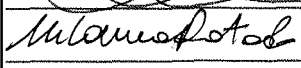


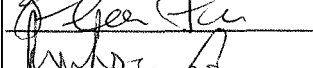
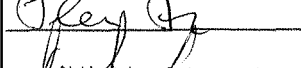
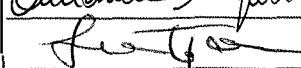


PROGRAMMA SVOLTO

Impostazione flusso di lavoro del CRM

Registro del: 09/11/2021

Firma Docente



LAVORATORE	ORA INGRESSO	FIRMA	ORA USCITA	FIRMA
ROSA GIANNOLA	09:00		12:00	
ISABELLA ANNA CAMPANELLI	09:00		12:00	
PATRIZIA SEMERARO	09:00		12:00	
MARINA FIUME	09:00		12:00	
NICOLA LIUZZI	09:00		12:00	
CATERINA MUOLO	09:00		12:00	
MARIALURA ROTONDO	09:00		12:00	
LUCIANA CURLO	09:00		12:00	
FLORIANO FAUZZI	09:00		12:00	
PRUDENZIA LOSAVIO	09:00		12:00	
ANTONELLA MANOSPERTA	09:00		12:00	
LEONARDO TOSCANO	09:00		12:00	

Numero ore giornaliere: 3

Totale presenze allievi del giorno N. 12

Il Legale rappresentante

A handwritten signature in black ink, consisting of a stylized 'P' followed by 'ml' and a horizontal line.

Note

Soggetto Beneficiario: L.3 S.R.L.

Titolo del progetto: MEDICAL CLINIC 4.0

Sede di svolgimento: VIA CONCHIA 2 - CAP 70043 - MONOPOLI (BA)

Partita iva aziendale: 07640280728

Modulo formativo: CRM SALES FORCES

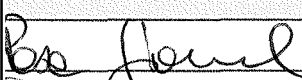
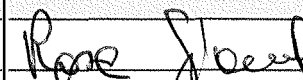
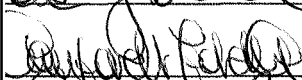

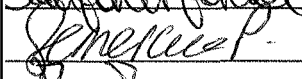
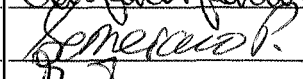
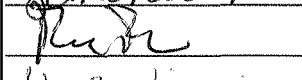
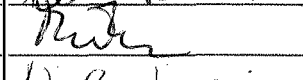
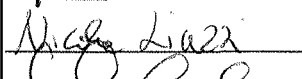
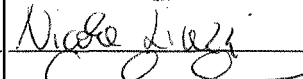

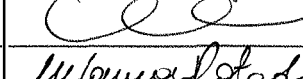
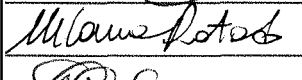
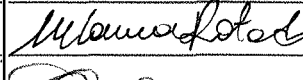
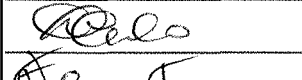
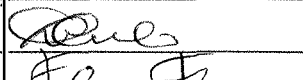
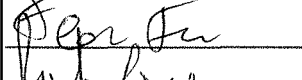

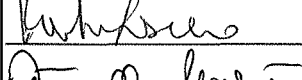
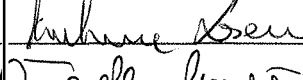
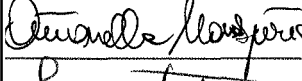
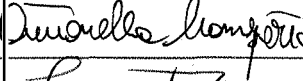
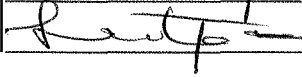

PROGRAMMA SVOLTO

Impostazione flusso di lavoro del CRM

Registro del: 11/11/2021

Firma Docente



LAVORATORE	ORA INGRESSO	FIRMA	ORA USCITA	FIRMA
ROSA GIANNOLA	09:00		12:00	
ISABELLA ANNA CAMPANELLI	09:00		12:00	
PATRIZIA SEMERARO	09:00		12:00	
MARINA FIUME	09:00		12:00	
NICOLA LIUZZI	09:00		12:00	
CATERINA MUOLO	09:00		12:00	
MARIALURA ROTONDO	09:00		12:00	
LUCIANA CURLO	09:00		12:00	
FLORIANO FAUZZI	09:00		12:00	
PRUDENZIA LOSAVIO	09:00		12:00	
ANTONELLA MANOSPERTA	09:00		12:00	
LEONARDO TOSCANO	09:00		12:00	

Numero ore giornaliere: 3

Totale presenze allievi del giorno N. 12

Il Legale rappresentante

A handwritten signature in black ink, consisting of a large, stylized 'P' followed by a series of loops and a final vertical stroke.

Note

Soggetto Beneficiario: L.3 S.R.L.

Titolo del progetto: MEDICAL CLINIC 4.0

Sede di svolgimento: VIA CONCHIA 2 - CAP 70043 - MONOPOLI (BA)

Partita iva aziendale: 07640280728

Modulo formativo: CRM SALES FORCES

PROGRAMMA SVOLTO

Customer journey

Registro del: 15/11/2021

Firma Docente



LAVORATORE	ORA INGRESSO	FIRMA	ORA USCITA	FIRMA
ROSA GIANNOLA	09:00		12:00	
ISABELLA ANNA CAMPANELLI	09:00		12:00	
PATRIZIA SEMERARO	09:00		12:00	
MARINA FIUME	09:00		12:00	
NICOLA LIUZZI	09:00		12:00	
CATERINA MUOLO	09:00		12:00	
MARIALURA ROTONDO	09:00		12:00	
LUCIANA CURLO	09:00		12:00	
FLORIANO FAUZZI	09:00		12:00	
PRUDENZIA LOSAVIO	09:00		12:00	
ANTONELLA MANOSPERTA	09:00		12:00	
LEONARDO TOSCANO	09:00		12:00	

Numero ore giornaliere: 3

Totale presenze allievi del giorno N. 12

Il Legale rappresentante

A handwritten signature in black ink, consisting of a stylized 'P' followed by a series of loops and a final horizontal stroke.

Note

Soggetto Beneficiario: L.3 S.R.L.

Titolo del progetto: MEDICAL CLINIC 4.0

Sede di svolgimento: VIA CONCHIA 2 - CAP 70043 - MONOPOLI (BA)

Partita iva aziendale: 07640280728

Modulo formativo: CRM SALES FORCES

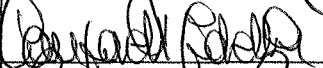
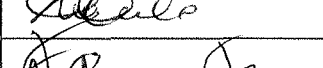

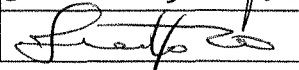


PROGRAMMA SVOLTO

Importanza del nurturing dal fisico al digitale

Registro del: 16/11/2021

Firma Docente



LAVORATORE	ORA INGRESSO	FIRMA	ORA USCITA	FIRMA
ROSA GIANNOLA	09:00		12:00	
ISABELLA ANNA CAMPANELLI	09:00		12:00	
PATRIZIA SEMERARO	09:00		12:00	
MARINA FIUME	09:00		12:00	
NICOLA LIUZZI	09:00		12:00	
CATERINA MUOLO	09:00		12:00	
MARIALURA ROTONDO	09:00		12:00	
LUCIANA CURLO	09:00		12:00	
FLORIANO FAUZZI	09:00		12:00	
PRUDENZIALOSAVIO	09:00		12:00	
ANTONELLA MANOSPERTA	09:00		12:00	
LEONARDO TOSCANO	09:00		12:00	

Numero ore giornaliere: 3

Totale presenze allievi del giorno N. 12

Il Legale rappresentante

A handwritten signature in black ink, consisting of a stylized 'P' followed by a series of loops and a final downward stroke.

Note

Soggetto Beneficiario: L.3 S.R.L.

Titolo del progetto: MEDICAL CLINIC 4.0

Sede di svolgimento: VIA CONCHIA 2 - CAP 70043 - MONOPOLI (BA)

Partita iva aziendale: 07640280728

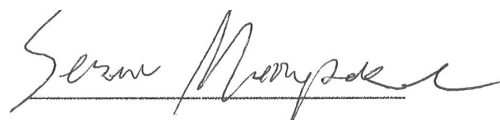
Modulo formativo: CRM SALES FORCES

PROGRAMMA SVOLTO

Importanza del nurturing dal fisico al digitale

Registro del: 17/11/2021

Firma Docente



LAVORATORE	ORA INGRESSO	FIRMA	ORA USCITA	FIRMA
ROSA GIANNOLA	09:00		12:00	
ISABELLA ANNA CAMPANELLI	09:00		12:00	
PATRIZIA SEMERARO	09:00		12:00	
MARINA FIUME	09:00		12:00	
NICOLA LIUZZI	09:00		12:00	
CATERINA MUOLO	09:00		12:00	
MARIALURA ROTONDO	09:00		12:00	
LUCIANA CURLO	09:00		12:00	
FLORIANO FAUZZI	09:00		12:00	
PRUDENZIA LOSAVIO	09:00		12:00	
ANTONELLA MANOSPERTA	09:00		12:00	
LEONARDO TOSCANO	09:00		12:00	

Numero ore giornaliere: 3

Totale presenze allievi del giorno N. 12

Il Legale rappresentante

A handwritten signature in black ink, consisting of a large, stylized capital 'P' followed by a series of loops and a final vertical stroke.

Note

Soggetto Beneficiario: L.3 S.R.L.

Titolo del progetto: MEDICAL CLINIC 4.0

Sede di svolgimento: VIA CONCHIA 2 - CAP 70043 - MONOPOLI (BA)

Partita iva aziendale: 07640280728

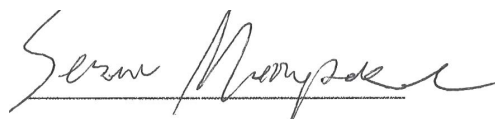
Modulo formativo: CRM SALES FORCES

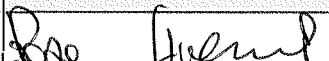


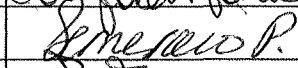

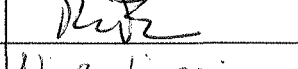

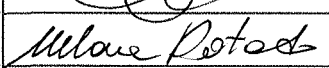
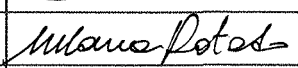
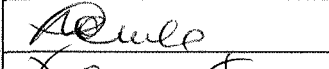



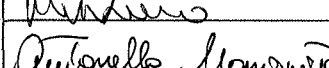
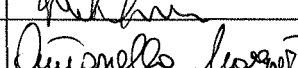
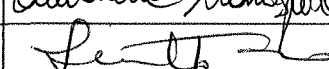

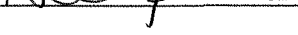

PROGRAMMA SVOLTO

Segmentazione dei clienti per comunicazioni personalizzate

Registro del: 18/11/2021

Firma Docente



LAVORATORE	ORA INGRESSO	FIRMA	ORA USCITA	FIRMA
ROSA GIANNOLA	09:00		12:00	
ISABELLA ANNA CAMPANELLI	09:00		12:00	
PATRIZIA SEMERARO	09:00		12:00	
MARINA FIUME	09:00		12:00	
NICOLA LIUZZI	09:00		12:00	
CATERINA MUOLO	09:00		12:00	
MARIALURA ROTONDO	09:00		12:00	
LUCIANA CURLO	09:00		12:00	
FLORIANO FAUZZI	09:00		12:00	
PRUDENZIA LOSAVIO	09:00		12:00	
ANTONELLA MANOSPERTA	09:00		12:00	
LEONARDO TOSCANO	09:00		12:00	

Numero ore giornaliere: 3

Totale presenze allievi del giorno N. 12

Il Legale rappresentante

A handwritten signature in black ink, consisting of a large, stylized 'P' followed by a series of loops and a final vertical stroke.

Note

Soggetto Beneficiario: L.3 S.R.L.

Titolo del progetto: MEDICAL CLINIC 4.0

Sede di svolgimento: VIA CONCHIA 2 - CAP 70043 - MONOPOLI (BA)

Partita iva aziendale: 07640280728

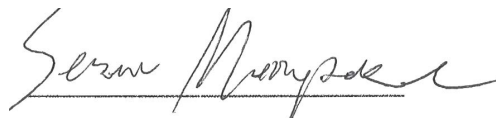
Modulo formativo: CRM SALES FORCES

PROGRAMMA SVOLTO

Segmentazione dei clienti per comunicazioni personalizzate

Registro del: 22/11/2021

Firma Docente



LAVORATORE	ORA INGRESSO	FIRMA	ORA USCITA	FIRMA
ROSA GIANNOLA	09:00		12:00	
ISABELLA ANNA CAMPANELLI	09:00		12:00	
PATRIZIA SEMERARO	09:00		12:00	
MARINA FIUME	09:00		12:00	
NICOLA LIUZZI	09:00		12:00	
CATERINA MUOLO	09:00		12:00	
MARIALURA ROTONDO	09:00		12:00	
LUCIANA CURLO	09:00		12:00	
FLORIANO FAUZZI	09:00		12:00	
PRUDENZA LOSAVIO	09:00		12:00	
ANTONELLA MANOSPERTA	09:00		12:00	
LEONARDO TOSCANO	09:00		12:00	

Numero ore giornaliere: 3

Totale presenze allievi del giorno N. 12

Il Legale rappresentante

A handwritten signature in black ink, appearing to be 'Pml', enclosed within a hand-drawn oval border.

Note

Soggetto Beneficiario: L.3 S.R.L.

Titolo del progetto: MEDICAL CLINIC 4.0

Sede di svolgimento: VIA CONCHIA 2 - CAP 70043 - MONOPOLI (BA)

Partita iva aziendale: 07640280728

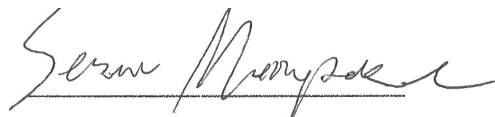
Modulo formativo: CRM SALES FORCES

PROGRAMMA SVOLTO

Pardot come strumento per la marketing automation

Registro del: 23/11/2021

Firma Docente



LAVORATORE	ORA INGRESSO	FIRMA	ORA USCITA	FIRMA
ROSA GIANNOLA	09:00		12:00	
ISABELLA ANNA CAMPANELLI	09:00		12:00	
PATRIZIA SEMERARO	09:00		12:00	
MARINA FIUME	09:00		12:00	
NICOLA LIUZZI	09:00		12:00	
CATERINA MUOLO	09:00		12:00	
MARIALURA ROTONDO	09:00		12:00	
LUCIANA CURLO	09:00		12:00	
FLORIANO FAUZZI	09:00		12:00	
PRUDENZIA LOSAVIO	09:00		12:00	
ANTONELLA MANOSPERTA	09:00		12:00	
LEONARDO TOSCANO	09:00		12:00	

Numero ore giornaliere: 3

Totale presenze allievi del giorno N. 12

Il Legale rappresentante

A handwritten signature in black ink, consisting of a stylized 'P' followed by 'ml' and a horizontal line.

Note

Soggetto Beneficiario: L.3 S.R.L.

Titolo del progetto: MEDICAL CLINIC 4.0

Sede di svolgimento: VIA CONCHIA 2 - CAP 70043 - MONOPOLI (BA)

Partita iva aziendale: 07640280728

Modulo formativo: CRM SALES FORCES

PROGRAMMA SVOLTO

Pardot come strumento per la marketing automation

Registro del: 24/11/2021

Firma Docente



LAVORATORE	ORA INGRESSO	FIRMA	ORA USCITA	FIRMA
ROSA GIANNOLA	09:00		12:00	
ISABELLA ANNA CAMPANELLI	09:00		12:00	
PATRIZIA SEMERARO	09:00		12:00	
MARINA FIUME	09:00		12:00	
NICOLA LIUZZI	09:00		12:00	
CATERINA MUOLO	09:00		12:00	
MARIALURA ROTONDO	09:00		12:00	
LUCIANA CURLO	09:00		12:00	
FLORIANO FAUZZI	09:00		12:00	
PRUDENZIA LOSAVIO	09:00		12:00	
ANTONELLA MANOSPERTA	09:00		12:00	
LEONARDO TOSCANO	09:00		12:00	

Numero ore giornaliere: 3

Totale presenze allievi del giorno N. 12

Il Legale rappresentante

A handwritten signature in black ink, consisting of a large, stylized capital 'P' followed by a series of loops and a final vertical stroke.

Note

Soggetto Beneficiario: L.3 S.R.L.

Titolo del progetto: MEDICAL CLINIC 4.0

Sede di svolgimento: VIA CONCHIA 2 - CAP 70043 - MONOPOLI (BA)

Partita iva aziendale: 07640280728

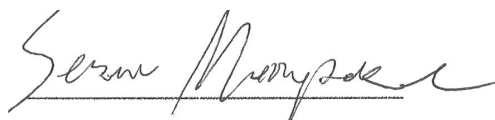
Modulo formativo: CRM SALES FORCES

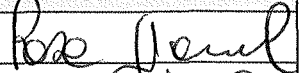


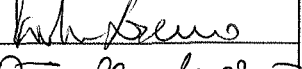
PROGRAMMA SVOLTO

Pardot come strumento per la marketing automation

Registro del: 25/11/2021

Firma Docente



LAVORATORE	ORA INGRESSO	FIRMA	ORA USCITA	FIRMA
ROSA GIANNOLA	09:00		12:00	
ISABELLA ANNA CAMPANELLI	09:00		12:00	
PATRIZIA SEMERARO	09:00		12:00	
MARINA FIUME	09:00		12:00	
NICOLA LIUZZI	09:00		12:00	
CATERINA MUOLO	09:00		12:00	
MARIALURA ROTONDO	09:00		12:00	
LUCIANA CURLO	09:00		12:00	
FLORIANO FAUZZI	09:00		12:00	
PRUDENZIA LOSAVIO	09:00		12:00	
ANTONELLA MANOSPERTA	09:00		12:00	
LEONARDO TOSCANO	09:00		12:00	

Numero ore giornaliere: 3

Totale presenze allievi del giorno N. 12

Il Legale rappresentante

A handwritten signature in black ink, consisting of a stylized 'P' followed by a series of loops and a final horizontal stroke.

Note

Soggetto Beneficiario: L.3 S.R.L.

Titolo del progetto: MEDICAL CLINIC 4.0

Sede di svolgimento: VIA CONCHIA 2 - CAP 70043 - MONOPOLI (BA)

Partita iva aziendale: 07640280728

Modulo formativo: CRM SALES FORCES


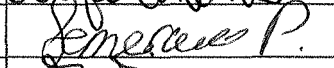
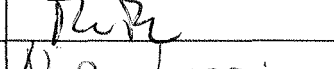

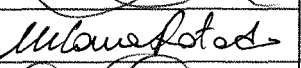



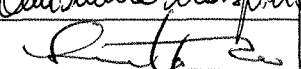

PROGRAMMA SVOLTO

Realizzazione di funnel di vendita con il builder Pardot CRM

Registro del: 29/11/2021

Firma Docente



LAVORATORE	ORA INGRESSO	FIRMA	ORA USCITA	FIRMA
ROSA GIANNOLA	09:00		12:00	
ISABELLA ANNA CAMPANELLI	09:00		12:00	
PATRIZIA SEMERARO	09:00		12:00	
MARINA FIUME	09:00		12:00	
NICOLA LIUZZI	09:00		12:00	
CATERINA MUOLO	09:00		12:00	
MARIALURA ROTONDO	09:00		12:00	
LUCIANA CURLO	09:00		12:00	
FLORIANO FAUZZI	09:00		12:00	
PRUDENZIA LOSAVIO	09:00		12:00	
ANTONELLA MANOSPERTA	09:00		12:00	
LEONARDO TOSCANO	09:00		12:00	

Numero ore giornaliere: 3

Totale presenze allievi del giorno N. 12

Il Legale rappresentante

A handwritten signature in black ink, appearing to be 'P. M.', enclosed within a circular stamp or seal.

Note

Soggetto Beneficiario: L.3 S.R.L.

Titolo del progetto: MEDICAL CLINIC 4.0

Sede di svolgimento: VIA CONCHIA 2 - CAP 70043 - MONOPOLI (BA)

Partita iva aziendale: 07640280728

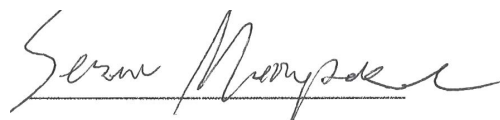
Modulo formativo: CRM SALES FORCES

PROGRAMMA SVOLTO

Realizzazione di funnel di vendita con il builder Pardot CRM

Registro del: 30/11/2021

Firma Docente



LAVORATORE	ORA INGRESSO	FIRMA	ORA USCITA	FIRMA
ROSA GIANNOLA	09:00		12:00	
ISABELLA ANNA CAMPANELLI	09:00		12:00	
PATRIZIA SEMERARO	09:00		12:00	
MARINA FIUME	09:00		12:00	
NICOLA LIUZZI	09:00		12:00	
CATERINA MUOLO	09:00		12:00	
MARIALURA ROTONDO	09:00		12:00	
LUCIANA CURLO	09:00		12:00	
FLORIANO FAUZZI	09:00		12:00	
PRUDENZIA LOSAVIO	09:00		12:00	
ANTONELLA MANOSPERTA	09:00		12:00	
LEONARDO TOSCANO	09:00		12:00	

Numero ore giornaliere: 3

Totale presenze allievi del giorno N. 12

Il Legale rappresentante

A handwritten signature in black ink, consisting of a stylized 'P' followed by a series of loops and a final vertical stroke.

Note

Soggetto Beneficiario: L.3 S.R.L.

Titolo del progetto: MEDICAL CLINIC 4.0

Sede di svolgimento: VIA CONCHIA 2 - CAP 70043 - MONOPOLI (BA)

Partita iva aziendale: 07640280728

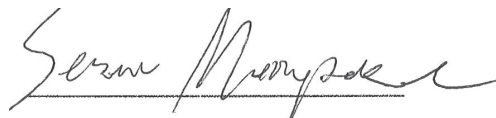
Modulo formativo: CRM SALES FORCES



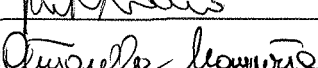
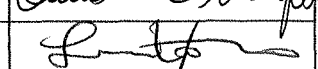
PROGRAMMA SVOLTO

Realizzazione di funnel di vendita con il builder Pardot CRM

Registro del: 01/12/2021

Firma Docente



LAVORATORE	ORA INGRESSO	FIRMA	ORA USCITA	FIRMA
ROSA GIANNOLA	09:00		12:00	
ISABELLA ANNA CAMPANELLI	09:00		12:00	
PATRIZIA SEMERARO	09:00		12:00	
MARINA FIUME	09:00		12:00	
NICOLA LIUZZI	09:00		12:00	
CATERINA MUOLO	09:00		12:00	
MARIALURA ROTONDO	09:00		12:00	
LUCIANA CURLO	09:00		12:00	
FLORIANO FAUZZI	09:00		12:00	
PRUDENZIA LOSAVIO	09:00		12:00	
ANTONELLA MANOSPERTA	09:00		12:00	
LEONARDO TOSCANO	09:00		12:00	

Numero ore giornaliere: 3

Totale presenze allievi del giorno N. 12

Il Legale rappresentante

A handwritten signature in black ink, consisting of a stylized 'P' followed by a series of loops and a final vertical stroke.

Note

Soggetto Beneficiario: L.3 S.R.L.

Titolo del progetto: MEDICAL CLINIC 4.0

Sede di svolgimento: VIA CONCHIA 2 - CAP 70043 - MONOPOLI (BA)

Partita iva aziendale: 07640280728

Modulo formativo: CRM SALES FORCES

PROGRAMMA SVOLTO

L' automazione della Rete Vendita, del Marketing e del Service

Registro del: 06/12/2021

Firma Docente



LAVORATORE	ORA INGRESSO	FIRMA	ORA USCITA	FIRMA
ROSA GIANNOLA	09:00		12:00	
ISABELLA ANNA CAMPANELLI	09:00		12:00	
PATRIZIA SEMERARO	09:00		12:00	
MARINA FIUME	09:00		12:00	
NICOLA LIUZZI	09:00		12:00	
CATERINA MUOLO	09:00		12:00	
MARIALURA ROTONDO	09:00		12:00	
LUCIANA CURLO	09:00		12:00	
FLORIANO FAUZZI	09:00		12:00	
PRUDENZIA LOSAVIO	09:00		12:00	
ANTONELLA MANOSPERTA	09:00		12:00	
LEONARDO TOSCANO	09:00		12:00	

Numero ore giornaliere: 3

Totale presenze allievi del giorno N. 12

Il Legale rappresentante

A handwritten signature in black ink, consisting of a stylized 'P' followed by a series of loops and a final vertical stroke.

Note

Soggetto Beneficiario: L.3 S.R.L.

Titolo del progetto: MEDICAL CLINIC 4.0

Sede di svolgimento: VIA CONCHIA 2 - CAP 70043 - MONOPOLI (BA)

Partita iva aziendale: 07640280728


Modulo formativo: CRM SALES FORCES

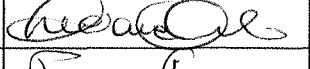
PROGRAMMA SVOLTO

L' automazione della Rete Vendita, del Marketing e del Service

Registro del: 09/12/2021

Firma Docente



LAVORATORE	ORA INGRESSO	FIRMA	ORA USCITA	FIRMA
ROSA GIANNOLA	09:00		12:00	
ISABELLA ANNA CAMPANELLI	09:00		12:00	
PATRIZIA SEMERARO	09:00		12:00	
MARINA FIUME	09:00		12:00	
NICOLA LIUZZI	09:00		12:00	
CATERINA MUOLO	09:00		12:00	
MARIALURA ROTONDO	09:00		12:00	
LUCIANA CURLO	09:00		12:00	
FLORIANO FAUZZI	09:00		12:00	
PRUDENZIA LOSAVIO	09:00		12:00	
ANTONELLA MANOSPERTA	09:00		12:00	
LEONARDO TOSCANO	09:00		12:00	

Numero ore giornaliere: 3

Totale presenze allievi del giorno N. 12

Il Legale rappresentante

A handwritten signature in black ink, consisting of a large, stylized 'P' followed by a series of loops and a final vertical stroke.

Note

Soggetto Beneficiario: L.3 S.R.L.

Titolo del progetto: MEDICAL CLINIC 4.0

Sede di svolgimento: VIA CONCHIA 2 - CAP 70043 - MONOPOLI (BA)

Partita iva aziendale: 07640280728

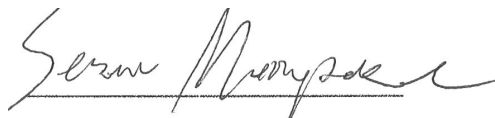
Modulo formativo: CRM SALES FORCES

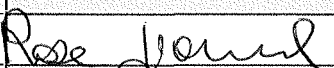
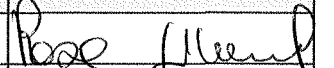


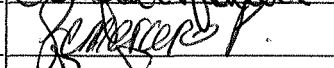



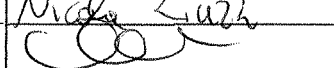

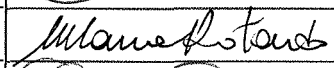


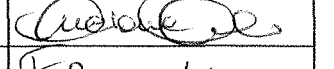
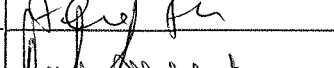
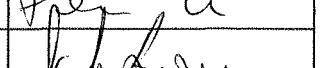
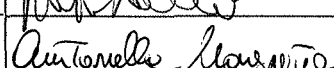
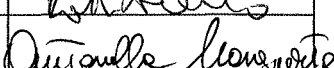

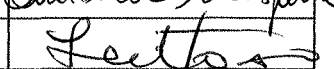
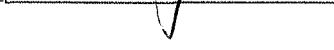



PROGRAMMA SVOLTO

Le dashboard come strumento di analisi dei risultati

Registro del: 13/12/2021

Firma Docente



LAVORATORE	ORA INGRESSO	FIRMA	ORA USCITA	FIRMA
ROSA GIANNOLA	09:00		12:00	
ISABELLA ANNA CAMPANELLI	09:00		12:00	
PATRIZIA SEMERARO	09:00		12:00	
MARINA FIUME	09:00		12:00	
NICOLA LIUZZI	09:00		12:00	
CATERINA MUOLO	09:00		12:00	
MARIALURA ROTONDO	09:00		12:00	
LUCIANA CURLO	09:00		12:00	
FLORIANO FAUZZI	09:00		12:00	
PRUDENZIA LOSAVIO	09:00		12:00	
ANTONELLA MANOSPERTA	09:00		12:00	
LEONARDO TOSCANO	09:00		12:00	

Numero ore giornaliere: 3

Totale presenze allievi del giorno N. 12

Il Legale rappresentante

A handwritten signature in black ink, consisting of a stylized 'P' followed by 'ml'.

Note

Soggetto Beneficiario: L.3 S.R.L.

Titolo del progetto: MEDICAL CLINIC 4.0

Sede di svolgimento: VIA CONCHIA 2 - CAP 70043 - MONOPOLI (BA)

Partita iva aziendale: 07640280728

Modulo formativo: CRM SALES FORCES

PROGRAMMA SVOLTO

Le dashboard come strumento di analisi dei risultati

Registro del: 14/12/2021

Firma Docente



LAVORATORE	ORA INGRESSO	FIRMA	ORA USCITA	FIRMA
ROSA GIANNOLA	09:00		12:00	
ISABELLA ANNA CAMPANELLI	09:00		12:00	
PATRIZIA SEMERARO	09:00		12:00	
MARINA FIUME	09:00		12:00	
NICOLA LIUZZI	09:00		12:00	
CATERINA MUOLO	09:00		12:00	
MARIALURA ROTONDO	09:00		12:00	
LUCIANA CURLO	09:00		12:00	
FLORIANO FAUZZI	09:00		12:00	
PRUDENZIA LOSAVIO	09:00		12:00	
ANTONELLA MANOSPERTA	09:00		12:00	
LEONARDO TOSCANO	09:00		12:00	

Numero ore giornaliere: 3

Totale presenze allievi del giorno N. 12

Il Legale rappresentante

A handwritten signature in black ink, consisting of a stylized 'P' followed by a series of loops and a final vertical stroke.

Note

Soggetto Beneficiario: L.3 S.R.L.

Titolo del progetto: MEDICAL CLINIC 4.0

Sede di svolgimento: VIA CONCHIA 2 - CAP 70043 - MONOPOLI (BA)

Partita iva aziendale: 07640280728

Modulo formativo: CRM SALES FORCES

PROGRAMMA SVOLTO

Monitorare i risultati delle campagne con gli strumenti Analytics

Registro del: 20/12/2021

Firma Docente



LAVORATORE	ORA INGRESSO	FIRMA	ORA USCITA	FIRMA
ROSA GIANNOLA	09:00		12:00	
ISABELLA ANNA CAMPANELLI	09:00		12:00	
PATRIZIA SEMERARO	09:00		12:00	
MARINA FIUME	09:00		12:00	
NICOLA LIUZZI	09:00		12:00	
CATERINA MUOLO	09:00		12:00	
MARIALURA ROTONDO	09:00		12:00	
LUCIANA CURLO	09:00		12:00	
FLORIANO FAUZZI	09:00		12:00	
PRUDENZIA LOSAVIO	09:00		12:00	
ANTONELLA MANOSPERTA	09:00		12:00	
LEONARDO TOSCANO	09:00		12:00	

Numero ore giornaliere: 3

Totale presenze allievi del giorno N. 12

Il Legale rappresentante

A handwritten signature in black ink, consisting of a stylized 'P' followed by 'ml' and a horizontal line.

Note

Soggetto Beneficiario: L.3 S.R.L.

Titolo del progetto: MEDICAL CLINIC 4.0

Sede di svolgimento: VIA CONCHIA 2 - CAP 70043 - MONOPOLI (BA)

Partita iva aziendale: 07640280728


Modulo formativo: CRM SALES FORCES

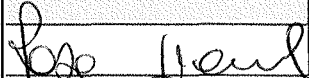
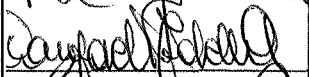
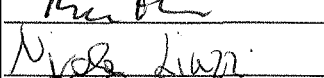
PROGRAMMA SVOLTO

Monitorare i risultati delle campagne con gli strumenti Analytics

Registro del: 21/12/2021

Firma Docente



LAVORATORE	ORA INGRESSO	FIRMA	ORA USCITA	FIRMA
ROSA GIANNOLA	09:00		12:00	
ISABELLA ANNA CAMPANELLI	09:00		12:00	
PATRIZIA SEMERARO	09:00		12:00	
MARINA FIUME	09:00		12:00	
NICOLA LIUZZI	09:00		12:00	
CATERINA MUOLO	09:00		12:00	
MARIALURA ROTONDO	09:00		12:00	
LUCIANA CURLO	09:00		12:00	
FLORIANO FAUZZI	09:00		12:00	
PRUDENZIA LOSAVIO	09:00		12:00	
ANTONELLA MANOSPERTA	09:00		12:00	
LEONARDO TOSCANO	09:00		12:00	

Numero ore giornaliere: 3

Totale presenze allievi del giorno N. 12

Il Legale rappresentante

A handwritten signature in black ink, consisting of a large, stylized 'P' followed by a series of loops and a final vertical stroke.

Note

Soggetto Beneficiario: L.3 S.R.L.

Titolo del progetto: MEDICAL CLINIC 4.0

Sede di svolgimento: VIA CONCHIA 2 - CAP 70043 - MONOPOLI (BA)

Partita iva aziendale: 07640280728

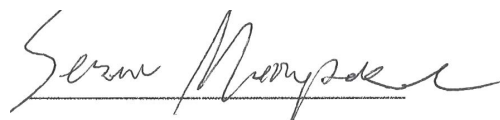
Modulo formativo: CRM SALES FORCES

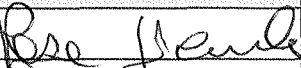



PROGRAMMA SVOLTO

Monitorare i risultati delle campagne con gli strumenti Analytics

Registro del: 22/12/2021

Firma Docente



LAVORATORE	ORA INGRESSO	FIRMA	ORA USCITA	FIRMA
ROSA GIANNOLA	09:00		12:00	
ISABELLA ANNA CAMPANELLI	09:00		12:00	
PATRIZIA SEMERARO	09:00		12:00	
MARINA FIUME	09:00		12:00	
NICOLA LIUZZI	09:00		12:00	
CATERINA MUOLO	09:00		12:00	
MARIALURA ROTONDO	09:00		12:00	
LUCIANA CURLO	09:00		12:00	
FLORIANO FAUZZI	09:00		12:00	
PRUDENZIA LOSAVIO	09:00		12:00	
ANTONELLA MANOSPERTA	09:00		12:00	
LEONARDO TOSCANO	09:00		12:00	

Numero ore giornaliere: 3

Totale presenze allievi del giorno N. 12

Il Legale rappresentante

A handwritten signature in black ink, consisting of a stylized 'P' followed by a series of loops and a final vertical stroke.

Note

Soggetto Beneficiario: L.3 S.R.L.

Titolo del progetto: MEDICAL CLINIC 4.0

Sede di svolgimento: VIA CONCHIA 2 - CAP 70043 - MONOPOLI (BA)

Partita iva aziendale: 07640280728

Modulo formativo: CRM SALES FORCES

PROGRAMMA SVOLTO

Conclusione Corso Formativo

Registro del: 23/12/2021

Firma Docente



LAVORATORE	ORA INGRESSO	FIRMA	ORA USCITA	FIRMA
ROSA GIANNOLA	09:00		12:00	
ISABELLA ANNA CAMPANELLI	09:00		12:00	
PATRIZIA SEMERARO	09:00		12:00	
MARINA FIUME	09:00		12:00	
NICOLA LIUZZI	09:00		12:00	
CATERINA MUOLO	09:00		12:00	
MARIALURA ROTONDO	09:00		12:00	
LUCIANA CURLO	09:00		12:00	
FLORIANO FAUZZI	09:00		12:00	
PRUDENZIA LOSAVIO	09:00		12:00	
ANTONELLA MANOSPERTA	09:00		12:00	
LEONARDO TOSCANO	09:00		12:00	

Numero ore giornaliere: 3

Totale presenze allievi del giorno N. 12

Il Legale rappresentante

A handwritten signature in black ink, appearing to be 'P. M.', enclosed within a circular stamp or seal.

Note