

## NAILD LS II

The NAILD LS II consists of eight Modules and an Introduction, that focus on helping the participant become a lighting professional by sustainable, applied lighting techniques.

**LS200 – Introduction to NAILD LS II** – a short introduction to the course including how to take the course, use of the Modules, Workbook exercises, hands on exercises, and the role of the Coach.

**LS201 – Creating value with your customer** – gaining the knowledge, developing the tools and engaging in practices that move you from the role of “product provider” to “solution provider” as a lighting professional. The module includes:

- People Come First
- Uncovering What Your Customer Values
- Understanding and using the Lighting Design Process
- Becoming a Lighting Professional

**LS202 – Building a Framework** – helps organize one’s thinking and provides a framework to help focus our efforts to design an appropriate lighting solution. The focus here rests on systematic thinking rather than just reacting to what one sees or learns the customer uses now. This module includes:

- Using the “Proven Path” to Re-Lamp, Retrofit, or Renovate
- Effectively Communicate the Value of One Watt and Apply Lighting Power Density
- Menu of Lighting Resources to Use When Working With Customers

**LS203 – What Motivates Your Customer to Act** – there are no “magic pills” or “quick fixes” to understanding what motivates our customers to take action. This module looks at four steps to help focus our efforts, recognizing that try as we will batting 1.000 is not in the cards:

- Why Sustainable Lighting Has Risen to a Level of Importance with Government, Institutional, and Business Customers
- Uncovering Why Customers Act – Have to, Pays to, Want to
- Uncovering What Keeps Customers From Taking Action
- Why a Focus On the Human and Business Impacts of Lighting Pays Dividends

The first three modules of the NAILD LS II reorient our thinking from product to people. The remaining five modules focus on taking this “people first” approach and applying it to Retail, Education, Office, Industrial and day lit spaces. The emphasis begins with understanding how to think about lighting for a given application, getting some practice using One Watt and the LPD tools, and then finally going out and looking at and applying what you are learning to a variety of actual facilities.

### ***LS204 – Applied Lighting – Retail:***

- What's unique about Retail Lighting?
  - Understanding the goals of retail lighting – attract, focus, evaluate, circulate, motivate to buy.
  - Develop a descriptive lighting vocabulary – Ambient, Focal, Perimeter, Sparkle
  - The role of image and the importance of color quality
- Where to look for, and how to use published lighting resources
- Practice applying One Watt and LPD to re-lamp, retrofit and renovation solutions
- Field practice looking at basic, intermediate and high-end retail stores

### ***LS205 – Applied Lighting – Education Facilities***

- What is unique about lighting Education Facilities?
  - Understanding the goals of educational lighting – support the learning process, create a productive, comfortable and adaptable space, color quality,
  - Importance of view, integration of daylight, control of both daylighting and electric light
  - Develop a descriptive lighting vocabulary – uniformity, reflectance, balanced brightness, glare
- Where to look for, and how to utilize published lighting resources
- Practice applying One Watt and LPD to re-lamp, retrofit and renovation solutions
- Field practice looking at classroom, computer room, gymnasium, and corridor lighting

### ***LS 206 – Applied Lighting – Office***

- What is unique about lighting the Office?
  - Understanding the goals of office lighting – sense of well-being, comfort, appropriate for the visual task, uniform, glare-free workspace, balanced brightness, color quality,
  - Importance of view and daylight integration
  - Understanding the relationship and implications between lighting cost vs. payroll cost
  - Developing a descriptive lighting vocabulary – source-task-eye geometry, veiling reflections, vertical surface reflectance
- Where to look for, and how to utilize published lighting resources
- Practice applying One Watt and LPD to re-lamp, retrofit and renovation solutions
- Field practice looking at open office, private office, conference rooms, reception areas

### ***LS 207 – Applied Lighting – Industrial***

- What is unique about lighting Industrial Facilities?
  - Understanding the goals of industrial lighting – support safety, and performance, productivity, support alertness and awareness, minimize glare, provide balanced brightness, deliver lighting appropriate to the task
  - Developing a descriptive lighting vocabulary – stroboscopic effect, color contrast, lighting maintenance, vertical vs. horizontal illuminance, modeling of objects, shadows
- Where to look for, and how to utilize published lighting resources
- Practice applying One Watt and LPD to re-lamp, retrofit and renovation solutions
- Field practice looking at clean factory, foundry or similar type of mill, clean room, warehouse/loading dock, factory office

### ***LS 208 – Daylight Integration – Warehouse and Big Box Retail***

- What's unique about Daylight Integration
  - Understanding the goals of daylight integration – energy savings, bringing the outdoors in, daylight without sunlight, control – step vs. continuous dim,
  - Developing a description lighting vocabulary – closed loop, open loop, photo sensor, dimming ballast, building orientation, glazing, building energy management system
- Where to look for, and how to utilize published lighting resources
- Practice applying One Watt and LPD to retrofit and renovation solutions
- Field practice looking at warehouse, big-box retail