CEDIA EXPO

COURSE TITLE	CLASS TYPE	IN-PERSON	ON-DEMAND
AUDIO			
Acoustic Toolbox for Theater Design	Technical	✓	
Ask the Expert: Audio and Acoustics	Technical	✓	✓
Audio Set-Up y Calibración - Primera Parte	Technical		✓
Audio Set-Up y Calibración - Segunda Parte	Technical		✓
Home Recording Studio Acoustics and Design	Technical	✓	
Home Theater Audio and Acoustics, Part I	Technical	✓	
Home Theater Audio and Acoustics, Part II	Technical	✓	
Home Theater Audio and Acoustics, Part III	Technical	✓	
Immersive Audio: Unified 3D Speaker Layouts for Multiple Listeners	Technical	✓	
Invisible Acoustics – Aesthetically Acceptable/Acoustically Imperative	Technical	✓	
Outdoor Audio/Video Design & Implementation	Technical	✓	
RP22 Workshop	Technical	✓	
CLIENT EXPERIENCE			
Creating Sonic Connoisseurs	Business	✓	
Enhancing the Client Journey Through Workflow Processes	Business	✓	
Integrating Custom Voice Control for the Whole Home	Business	✓	
Selling on Service	Technical	✓	
Use Your Existing Portfolio to Develop a Smart Home Wellness Strategy	Business	✓	
DOCUMENTATION			
Design Documentation	Technical		✓
Early Stage Documentation (ESD) – A Winning Strategy for Beginning	Business		✓
Next Stage Documentation (NSD) – A Winning Strategy for Finishing	Business		✓
FINANCE			
25 Ways to Increase Profits	Business	✓	✓
Better Job Costing and Labor Controls to Increase Profits	Business	✓	✓
HOME CINEMA			
Advanced Home Cinema Design Workshop	Technical	✓	
Cybersecurity para Técnicos	Technical		✓
Diseño de Salas de Cine en Casa	Technical		✓
El camino al CEDIA Designer "TCD"	Technical		✓
HUMAN RESOURCES			
"Topgrading": How Dealers Can Immediately Improve Hiring & Employee Retention	Business	✓	
Find, Hire, and Keep Your Next Rockstar	Business		✓
HR, When You Don't Have An HR Department	Business		✓
The Employee Lifecycle Workshop	Business		✓
LIGHTING & SHADES			
Fundamentals of Lighting Design and Working With a Lighting Designer	Technical	✓	
Human-Centric Lighting	Technical	✓	✓
Protección Solar Dinámica	Technical		✓
The Future of Architectural Lighting	Technical	✓	
NETWORKING			
Ask the Expert: Network Performance and Configuration	Technical	✓	✓
Distributing AV Using the Dante Ecosystem	Technical		✓
Professional Home Offices with Remote IT Management	Technical		✓
User Experience Panel: Grace in Design	Technical	✓	
WFH / WTF - Working From Home, What's The Future?	Technical	✓	
OPERATIONS			
Como Mantener Una Empresa de Integración con Éxito	Technical		✓
Cybersecurity Panel: Cybersecurity and Privacy in the Smart Home	Technical	✓	✓
Juggling it All	Business		✓
Working With Family	Business		✓

COURSE TITLE	CLASS TYPE	IN-PERSON	ON-DEMAND
PROJECT MANAGEMENT			
Advanced Documentation	Business	✓	
Completing a Project: The Last 5%	Business	✓	✓
From Technician to Manager	Business		✓
Project Management Trials and Tribulations	Business	✓	✓
The Art of Managing a Multi-System Project Workshop	Business	✓	
The Cybersecurity Industry is at a Turning Point	Business	✓	
RESEARCH & DEVELOPMENT			
Content Services and Technologies Update	Technical	✓	✓
Future Technologies: The Inside Scoop from Silicon Valley	Technical	✓	✓
Smart Living through Inclusionary Design and Integration	Business		✓
Spatial Computing - Living in the Augmented World	Technical	✓	
Technology Council Trends Workshop	Technical	✓	
SALES & MARKETING			
Ask the Expert: Tools for Actively Getting More Referrals	Business		✓
Becoming Cinema Sommelier	Business	✓	
Building Business Value Through Recurring Revenue	Business	✓	✓
Charging for Design	Business		✓
Dominate Your Local Market With SEO	Business	✓	
How to Market to Trade Partners	Business	✓	
Maximizing ROI With Facebook Ads	Business	✓	
Maximizing ROI With Google Ads	Business	✓	
Selling High Performance Solutions and The Luxury Market	Business	✓	
Stand Out from the Competition: Branding 101	Business	✓	✓
Wash Rinse, Repeat - Sales	Business		✓
Website Audit Workshop	Business	✓	
STRATEGIC PLANNING			
Ask the Expert: The Importance of Direct Accounts & Regional Distribution to Your Growing Business	Business		✓
How To Conduct A SWOT Analysis	Business	✓	✓
How To Develop Business Processes That Work	Business	✓	✓
Starting a Low Voltage Company and What to Expect!	Business	✓	
Creating a High-Performance Culture	Business	✓	✓
Wash, Rinse, Repeat - Design	Business		✓
SYSTEMS ENGINEERING			
Advanced Surveillance Systems	Technical	✓	
Design Thinking	Technical	✓	
Integrating Smart Devices with the Google Assistant	Technical		✓
Introduction to Conference Room and Presentation Technologies	Technical	✓	
Locating and Fixing Grounding Issues that Cause "Ground Loop" Noise and Digital Misbehavior	Technical	✓	
Need To Build Your Client a Home Recording Studio? Start Like a Pro!	Technical		✓
Platform Wars: Understanding the Playground Where Smart Home Protocols Face Both Opportunities & Challenges	Technical	✓	✓
Power Quality and Conditioning	Technical		✓
Retrofit Installation	Technical	✓	
Troubleshooting, Repair, and Preventive Maintenance	Technical		✓
Wellness in the Home - A Technology Insight	Technical	✓	
VIDEO			
Ask the Expert: Video Performance and Distribution	Technical	✓	✓
ATSC 3.0: It's Really There. REALLY!	Technical	✓	
AV-over-IP: What, Why & How	Technical	✓	✓
Challenges of HDR Video and Projection	Technical	✓	✓
Deathmatch: Video Transport Technologies	Technical		✓
Decoding the Video Display Landscape	Technical	✓	
HDMI 2.1 Update 2021	Technical	✓	✓
The Future of Video Resolutions - A Look at 8K	Technical	✓	
Verifying HDMI Distribution Systems Workshop	Technical	✓	
Video Technologies Roundup	Technical	✓	✓