



EULA-NETCERMAT Project

“EULA NETWORK IN CERAMIC MATERIALS
with Environmental and Industrial Applications...”

Web Site and Educational Platform

- **Lic. Silvia I. Martinelli**
Coordinator @ UNLu
- **Mg. Gabriel H. Tolosa**
Website development & maintenance
- **AS. Mauro A. Meloni**
Website development & maintenance



Universidad Nacional de Luján
Argentina

» PRESENCE ON THE WEB



» Project requirements

- An Internet publishing space, open to general public.
- Publishing of content from different sources in a distributed manner.
- Reserved area for internal communication.
- High availability.



» The Website

<http://www.netcermat.unlu.edu.ar>

NETCERMAT
...new materials to society.

HOME NETCERMAT Institutions Documents News Contact

EULA-NETCERMAT will be focused on advanced/modern ceramic materials (MAC) applied in high added value industrial sectors for both EU27 and LA countries with existing S&T cooperation agreement such as Argentina, Brazil and Chile. The specific scientific and technological issues where Marie Curie Fellowships will be focused on 3 main areas such as [Science and Technology of Advanced ceramics](#), [Socioeconomic studies](#) and [Impact on civil society](#), through different issues.

Advanced Ceramics

Synthesis, characterization and applications of advanced ceramic materials.

Impacts

Socioeconomic aspects and impacts: Academy, industry and civil society. State of the art and needs (EU-LA).

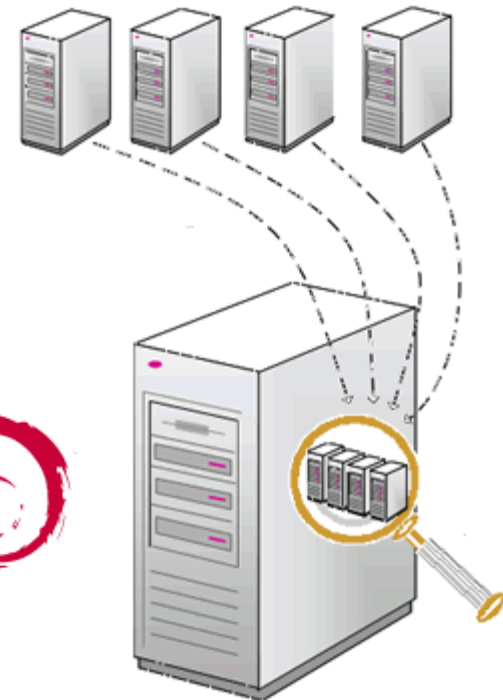
Dissemination

- Workshops
- Seminars
- Open day sessions

- ▮ Provides information about the project, objectives, relevance, and the participating institutions.
- ▮ Advances in the project are regularly published.
- Developed and maintained at the Universidad Nacional de Luján.

» Technical aspects

- Based on the Wordpress Content Management System (CMS).
- Running on a Debian GNU/Linux operating system platform.
- Hosted in a Virtual Machine on
- servers located in the Network
- Operations Center at the
- Universidad Nacional de Luján.

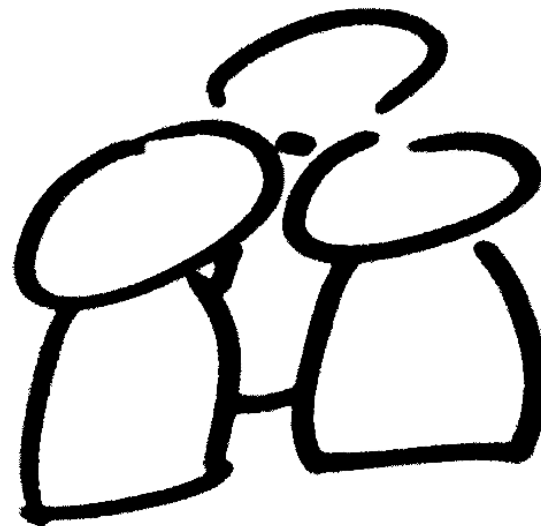


» Periodic maintenance

- On-line and off-line backup for all of the stored information.
- Updates to the software platform.
- Management of registered domain names.
- Analysis of access statistics.
- Audit and security log reviewing.
- Securing bandwidth for access via multiple locations.

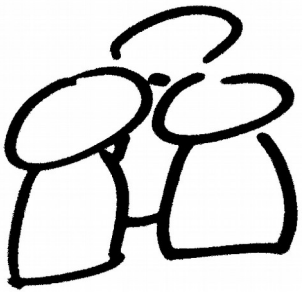


» E-LEARNING Platform for courses



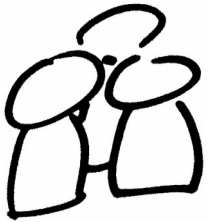
» Learning in the Information Society

- Changes in contemporary society.
- Scientific and technological advances.
- Focus not on **knowledge**, but on **uses of knowledge**.
- Internet as a communication media.
- From passive consumers to active producers.
- Digital divide even on active users.



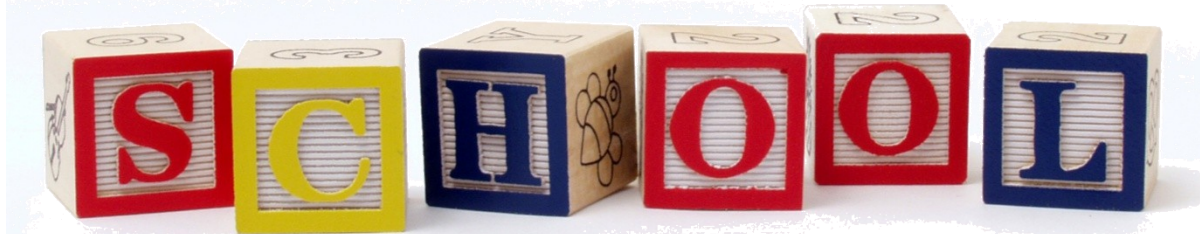
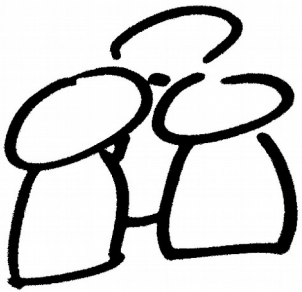
» The concept of “Virtual Platform”

- The potential offered by ICTs to create computer systems that generally represent **human interactions typical of teaching-learning processes**.
- Involves the disciplinary contents, but also the educational materials, the didactic and communicative interactions of teachers, relationships between students and teachers, the forms of learning assessment and the administrative procedures as well.



» Learning Content Management Systems

- Learning Content Management Systems (LCMS) usually provide the following functions:
 - General Administration
 - Content Management
 - Communication and collaborative work
 - Course supervision



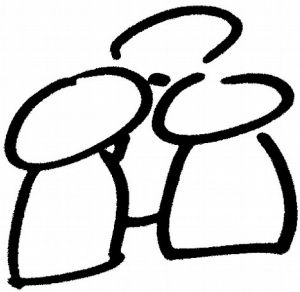
» E-learning platform used for NETCERMAT Courses



e-educativa
comunidades en red

www.e-educativa.com

- **Covers** most of the student-content-teacher relationship.
- **Flexible** and **easy** to understand.
- Full-time support.
- Several years of **experience** at UNLu.



» E-learning platform used for NETCERMAT Courses

What can we do with

e-educativa virtual campus?

Bienvenido a la plataforma
Campus Virtual e-educativa v6.09.03

SECCIONES

- Administración
- Contenidos
- Presentación
- Programa
- Calificaciones
- Material Adicional
- Archivos
- Sitios
- Noticias
- Foros
- Wikis
- Repositorio
- Calendario
- Interacción
- Contactos
- Chat
- Webconference
- Salida

Detalle del tópico

Objetivos
El objetivo de esta carrera es que al egresar el alumno pueda desempeñarse con éxito en el área de ventas.

La intención de este Curso de Ventas es desarrollar los pasos básicos del proceso de ventas, el paso a paso conocido por todos los profesionales de la venta, es un ABC que permite al vendedor llegar a una instancia de cierre de ventas siguiendo un procedimiento que ordena su accionar .

Las técnicas de venta que vamos a presentar en este curso no son únicas, ni pretenden serlo, el Vendedor Profesional a través de su experiencia conoce los procedimientos habituales que necesita realizar en un proceso de ventas, sin embargo este manual pretende ser una posibilidad de consulta para aquellos que son experimentados y una guía de iniciación para quienes sienten que la Venta puede ser su campo de desarrollo.

El vendedor necesita capacitarse y sumar profesionalismo a sus capacidades para poder obtener mayores y mejores resultados en su trabajo diario. Las técnicas tienen que ser aplicadas por el vendedor sin modificar su personalidad, debe elegir aquellas que lo ayuden a ser mejor en su campo sin transgredir sus posturas habituales, adaptar a su necesidad las técnicas, que ya fueron probadas mediante la experiencia previa.

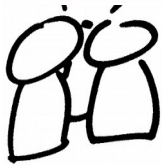
Te encontrás en Carrera de Personal Ventas

Tópicos

01. Presentación
- ▶ 02. Objetivos
03. Metodología
04. Duración
05. Profesores
06. Bibliografía

Usuarios en línea (0)

- **Present** and **share** contents
- **Publish** documents in multiple formats (video, audio, text, image)
- **Generate** new contents (wikis and forums)
- **Sort & classify** documents
- **Publish** news and events
- **Talk and discuss** (chat, voice, videoconference)
- **Examine & monitor** students
- ...



» Supplementary tools

- Work is moving forward on the development of a software application to integrate documents and digital resources from different partners in a common space to maintaining a centralized repository (i.e., to produce new dissemination materials).
- We call this application “A Simple Application for Document Organization” or **ASADO**, for its acronym in English (and its meaning in Spanish, of course).

