



CST Individual Learning Plan

(Phase 1 distance learning)

Clinical base knowledge	Rating	Comments
Knowledge of anatomy and medical terminology associated with core peripheral procedures		
Knowledge of disease state/pathophysiology that supports the indication for use of products within core peripheral procedures		
Knowledge of diagnostic and interventional procedural steps for core peripheral procedures		
Describe the key principles of IVUS image interpretation		
Describe the key principles of Imaging (pre-and post-intervention)		
Identify key structure of clinical paper and how to perform SWOT analysis		
Observe case and identify X-Ray equipment, cath lab layout		
Observe case and identify diagnostic vs interventional equipment and procedural workflows		

Technical system base knowledge	Rating	Comments
Recall System disposable products (specifications) and clinical application as related to the Phoenix atherectomy device.		
Recall System Competency Checklist to become familiar with pre-procedure set up, case workflow & functionality of imaging platforms		
Recall disposable products (specifications) and clinical application as related to Pioneer Plus		
Recall disposable products (specifications) and clinical application as related to IVUS imaging		
Knowledge of common troubleshooting issues relative to disposable products and systems		





Selling skills-related activities	Rating	Comments
Ability to access and review 'How To utilize sales tools via the iPad.'		
Ability to access and comprehend iPad documents & Apps as it relates to peripheral therapies products.		
Ability to access and comprehend iPad documents as it relates to imaging (peripheral IVUS education)		
Ability to manage your personal learning and development to prepare for CST/ILT		
Ability to identify the value proposition for utilizing the 4 Pillars of IVUS		
Ability to identify the value proposition for IVUS imaging pre-and post-peripheral interventions		
Ability to identify the value proposition for Philips partnership for customers as relates to healthcare standardization, patient outcomes, quality and economics		
Ability to identify the value proposition for Phoenix atherectomy and Pioneer Plus		

Administrative-related activities	Rating	Comments
Completion of Vendor Credentialing and Certification process		

Additional comments

