

## Course description

# G953-1/2/3

## LV Motor 1/2/3 day seminar

### Course goal

The goal of the course is to give participants a good understanding of ABB's low voltage motors and their structure. Theory lessons with some practical exercises help the participants to understand the structure of the motors and make offers to customers.

### Learning objectives

Upon completion of this course, students will be able to:

- explain the structure of different products
- describe the reclamation process and what they are expected to do
- make the normal quotations and process orders independently

### Participant profile

This training is targeted at new sales personnel that will be selling ABB's motors and generators.

### Prerequisites

- G949e Introduction to the Motor and Generator Business or G947e Introduction to the Motor Business for Channel Partners and
- G951e Technical Introduction to Motors and Generators or
- G950e Introduction to Motor and Generator sales –web course or
- equivalent knowledge

### Topics

- BU LV Motors
- Product range
- Standards
- Mechanical structure
  - mounting, terminal box, finishing, cooling, bearings, lubrication, surface treatment
- Electrical structure
  - voltage, frequency, current, loadability, insulation, winding
- Accessories
- Special applications
- Dimensioning a motor
- Bidding and order handling
- Marketing materials

### Course type and methods

This is an instructor led course. The language of the course is English.

### Course duration

The duration of the course is 1 - 3 days. 1-day seminar is a very short introduction to topics. The longer the course the deeper you can go on the topics.

Course description

**G953-1/2/3**

**LV Motor 1/2/3 day seminar**

Course agenda

Day 1

8:30	Welcome
	BU LV Motors
	LV Motors in the area
	Product range
	Basics of electrical and mechanical structure of a motor
12:00	Lunch
13:00	Standards
	Accessories
	Motor selection and introduction to MotSize
	Catalogues, marketing material, price list
	Summary of the day
18:00	End of the seminar

**BU LV Motors**

[www.abb.com/motors&generators](http://www.abb.com/motors&generators)

[www.abb.com/abbuniversity](http://www.abb.com/abbuniversity)

Power and productivity  
for a better world™



Course description

# G953-1/2/3

## LV Motor 1/2/3 day seminar

### Course agenda

#### Day 1

8:30	Welcome
	BU LV Motors in the area
	Product range
12:00	<i>Lunch</i>
13:00	Electrical and mechanical structure of a motor
	Standards
	Accessories
	Motor selection (D.O.L.)
17:00	End of the day
18:00	Finishing the day

#### Day 2

8:30	Introduction to MotSize program
	Motor selection for inverter duty
	Warranty handling & after sales services
	Special applications
12:00	<i>Lunch</i>
13:00	Bidding and order handling
	Marketing materials, catalogues, price list
	Web-site practices
	Summary
16:00	End of the seminar

#### BU LV Motors

[www.abb.com/motors&generators](http://www.abb.com/motors&generators)  
[www.abb.com/abbuniversity](http://www.abb.com/abbuniversity)

Power and productivity  
for a better world™



## Course description

# G953-1/2/3

## LV Motor 1/2/3 day seminar

### Course agenda

#### Day 1

9:00 Welcome  
BU LV Motors  
LV Motors in the area  
Product ranges

12:00 *Lunch*

13:00 Basics of electrical motors  
Standards  
Electrical structure

17:00 End of the day

#### Day 3

8:30 Warranty handling  
After sales services  
Special applications  
Bidding and order handling

12:00 *Lunch*

13:00 Marketing materials  
Catalogues, price list  
Web site practices

16:00 End of the seminar

#### Day 2

8:30 Mechanical structure  
Accessories  
Testing

12:00 *Lunch*

13:00 Motor selection (D.O.L.)  
Introduction to MotSize program  
Motor selection for inverter duty

17:00 End of the day

#### BU LV Motors

[www.abb.com/motors&generators](http://www.abb.com/motors&generators)  
[www.abb.com/abbuniversity](http://www.abb.com/abbuniversity)