

G953-1/2/3 LV Motor 1/2/3 Day Seminar

Course description



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 Type

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

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.

Student Profile

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

Prerequisites and Recommendations

- 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

Course Objectives

Upon completion of this course the participants 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

Main 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

Agenda

1-Day Seminar

- 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

Agenda

Day 1

- 9:00 Welcome
- BU LV Motors
- LV Motors in the area
- Product range
- 12:00 *Lunch*
- 13:00 Electrical and mechanical structure of a motor
- Standards
- Accessories
- Motor selection (D.O.L.)
- 17:00 End of the day

Day 2

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

Agenda

Day 1

- 9:00 Welcome
- BU LV Motors
- LV Motors in the area
- Product ranges
- 12:00 *Lunch*
- 13:00 Basics of electrical motor
- Standards
- Electrical structure
- 17:00 End of the day

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

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
- Summary
- 16:00 End of the seminar