

Essential Connectivity



Target audience

Internal and external commercial staff, including:

- Telesales
- External sales
- Business Development
- Trade counter sales staff
- Technical support

Prerequisite knowledge

- You will be required to complete a pre-course evaluation to ensure this is the right course for your requirements

Duration and delivery

- A one day course

Training code: IA28

For further information or registration

- Contact us on 0870 608 8 608 or email us on GB-Industry-Training@gb.schneider-electric.com

Objectives

- Share the strategy of Schneider Electric and our networking offer
- Understand the industrial network market place
- Learn the differences between centralised and distributed architectures
- Learn how to select a product in response to customer requirements

Content

- Schneider Electric's network strategy
- Ethernet networks
- An appreciation of popular fieldbus networks
- FDT/DTM technology
- The importance of connectivity and the Collaborative Control System
- Sales tools and literature; what is available and how to use it effectively
- Complimentary services; where and how to include them

Products and technology featured:

- Connexium
- Factorycast
- Modbus/TCP and Ethernet/IP

Training and teaching method

- Presentations and demonstrations with product selection and exercises
- Products from our offer will be used to demonstrate or explain learning points throughout the day