

Motor Control Solutions



Target audience

Internal and external commercial staff, including:

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

Prerequisite knowledge

- Preferably you will have completed the Essential Power Control and Protection course
- 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: IA60

For further information or registration

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

Objectives

- Become competent within complex motor starting applications
- Develop abilities in demonstrating the extensive capabilities of the Schneider Electric motor starting offer
- Learn to recognise situations where an enhanced solution could benefit the customer and increase business
- Understand how the motor starter can be integrated into an automation solution and the various connectivity options available

Content

- An introduction to advanced motor starting products with emphasis on their enhanced capabilities
- Compare TeSys Model U and TeSys Model T to recognise the best fit for an application
- Comparisons to alternative motor starting products available in the market place
- Case studies covering a variety of motor starting applications

Products featured:

- TeSys Model U
- TeSys Model T

Training and teaching method

- Presentations, discussions and application case studies with an emphasis on solution selling scenarios
- Products from our offer will be used to demonstrate or explain learning points throughout the day