

Essential detection



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: IA22

For further information or registration

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

Objectives

- Understand the basic concepts and methods of object and positional detection
- Understand the requirements of the detection and sensing market place
- Share the strategy of Schneider Electric and the scope of our detection offer
- Learn how to select a product in response to customer requirements

Content

- The benefits of using our detection products
- Key features, benefits and unique selling points
- Sales tools and literature; what is available and how to use it effectively

Products featured:

- Limit switches
- Inductive proximity sensors
- Photo electric sensors
- Pressure switches

Training and teaching method

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