

# Essential Motor, Power Control and Protection



## Objectives

- Understand the scope of the Power Control and Protection (PCP) offer
- Understand how products are used within motor starter applications
- Learn how to select a product in response to customer requirements and how to spot opportunities
- Share the strategy of Schneider Electric, the market available and the solutions we can provide

## 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:** IA20

## For further information or registration

- Contact us on 0870 608 8 608 or email us on [GB-Industry-Training@gb.schneider-electric.com](mailto:GB-Industry-Training@gb.schneider-electric.com)

## Content

- The scope of our PCP offer
- The benefits of using our PCP offer
- The key features, benefits and unique selling points
- Sales tools and literature; what is available and how to use it effectively

Products featured:

- TeSys D 09-38 (Everlink)
- GV2/3, Vario, GS2

## 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