

Essential Motion Control



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: IA24

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 of motion control
- Understand the requirements of the motion market place to ensure every sales opportunity is maximised
- Learn how to select a product in response to customer requirements
- Share the strategy of Schneider Electric and the motion solutions we can provide

Content

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

Products featured:

- Lexium 05 / 15 / 32
- Motion controllers
- Servo motors
- Stepper motors

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