

## Course description

# G953\_1/2/3

# LV motor training

### Course goal

The goal of the course is to give participants a good understanding of ABB's low voltage motors and their structure. Theory lessons with some practical exercises help the participants to understand the structure of the motors and make offers to customers

### Learning objectives

Upon completion of this course, students will be able to:

- explain the structure of different products
- describe the reclamation process and what they are expected to do
- make the normal quotations and process orders independently

### Participant profile

This training is targeted at new sales personnel that will be selling ABB's motors and generators.

### Prerequisites

- [Link to BU DMMG Learning paths](#)

### Topics

- Product range
- Standards
- Mechanical structure
  - o mounting, terminal box, finishing, cooling, bearings, lubrication, surface treatment
- Electrical structure
  - o voltage, frequency, current, loadability, insulation, winding
- Accessories
- Special applications
- Dimensioning a motor
- Bidding and order handling
- Marketing materials

### Course type and methods

This is an instructor led course. The language of the course is English.

### Course duration

The duration of the course is 1 - 3 days. 1-day seminar is a very short introduction to topics. The longer the course the deeper you can go on the topics.

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## Agenda

### Day 1

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09:00 – 12:30	Welcome Product range Basics of electrical and mechanical structure of a motor
12:30 – 13:30	Lunch
13:30 – 17:00	Standards Accessories Motor selection and introduction to <i>MotSize</i> Catalogues, marketing material, price list
17:00	Finishing the training

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### Day 1

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08:30 – 12:00	Welcome Product range Electrical and mechanical structure of a motor
12:00 – 13:00	Lunch
13:00 – 17:00	Standards Accessories Motor selection (D.O.L.)
17:00	Finishing the day

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### Day 2

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08:30 – 12:00	Introduction to MotSize program Motor selection for inverter duty Warranty handling & after sales services Special applications
12:00 – 13:00	Lunch
13:00 – 16:00	Bidding and order handling Marketing materials, catalogues, price list Web-site practices Summary
16:00	End of the seminar

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### Day 1

09:00 – 12:00	Welcome Product ranges LV Motors in the area Basics of electrical motors
12:00 – 13:00	Lunch
13:00 – 17:00	Basics of electrical motors Standards Electrical structure
17:00	Finishing the day

### Day 2

08:30 – 12:00	Mechanical structure Accessories Testing
12:00 – 13:00	Lunch
13:00 – 17:00	Motor selection (D.O.L.) Introduction to MotSize program Motor selection for inverter duty
17:00	Finishing the day

### Day 3

08:30 – 12:00	Warranty handling After sales services Special applications Bidding and order handling
12:00 – 13:00	Lunch
13:00 – 16:00	Marketing materials Catalogues, price list Web site practices
16:00	End of the seminar

**BU Motors and Generators training**

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