

## G947e

# Introduction to the LV Motor business for channel partners

### Course goal

The goal of the course is to give our channel partners basic information on ABB low voltage motors and the company. After the course a channel partner is able to work as a member of ABB's low voltage motor sales channel.

### Learning objectives

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

- list the main customer types and industrial segments and the main competitors
- describe the product range
- use the catalogues as useful reference books
- use the web sites as daily tools
- define sales tools
- explain the after sales services

### Participant profile

This training is targeted at all channel partners for ABB low voltage motor business.

### Prerequisites

A basic knowledge and experience with using PCs and the Windows environment is recommended. It is assumed users are new to e-learning software and methods.

### Topics

- BU Motors and Generators
- Motor market
- Product range – LV Motors
- Technical Data
- Sales tools
- After sales service

### Course type and methods

This is a web-based training course. The motor experts will assist the students via the Internet. The language of the course is English. The course will acquaint the student with ABB in general and the products and operations of BU Motors and Generators.

### Course duration

The duration of the course depends on the participant. The course is equivalent to two days of class room training. There are 6 units in the course, plus one exam unit and a course evaluation. The course has been designed to be completed within five weeks. Participants who send in the course exam by the given date and successfully pass the exam will receive a certificate.

Course description

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