

K507

Baldor-Reliance Motor Academy

COURSE DESCRIPTION

Course goal

The goal of this course is to provide a comprehensive review of the NEMA motor product line. The course will highlight the technical features and tools available to become a self-sufficient technical motor sales representative.

Learning objectives

Upon completion of this course, students will:

- Have a proficient knowledge of the Baldor motor offerings which include both AC and DC motor offerings.
- Participant will have experience with the Baldor product configurator and Sales tools.
- Be able to identify from customer specification a viable motor product to quote in a timely manner.
- Know how to research necessary technical motor specifications in a self-sufficient manner.
- Have the needed confidence to communicate

Participant profile

This training is targeted at all ABB and International Sales Representatives who would like to develop their proficiency in ABB's NEMA motor product lines.

Prerequisites

- It is preferred participants have 3-5 years' experience in the industrial motor field.
- It is recommended to bring own laptop to participate in an in-class motor selection activity.

Topics

- Feature and benefits to service the following industries:
 - Aggregate and Cement
 - Air Handling
 - Chemical, Oil & Gas
 - Food, Beverage & Pharmaceutical
 - Mining
 - Paper & Forrest
 - Unit & Baggage Handling
 - Water & Wastewater
- Motor industry standards review
- The importance of understanding application requirements
- How to select the correct motor for a specific application
- Extensive tour through motor manufacturing facility, modification express centre and product testing laboratory.

Course type and methods

This seminar gives extensive insight into the NEMA motor offering. The language of the course is English.

Course duration

The duration of the course is 3 days.

ABB Training

ABB Training – ABB Service for Motors and Generators