Course description
LP009 training program
Basic education of LPBS sales people

Program duration
The duration is 5 hours.

Course type
Set of webinars led by an instructor.

Course goal
To provide participant competence about how to give right offers and solutions to the customers.

Student profile
The program targets ABB sales people.

Prerequisites and recommendations
The following e-learning courses should be completed:
- F701e - Basic Circuit Breakers
- F702e - MCCBs Product Overview
- F703e - MCCBs Applications
- F704e - ACBs Overview

Main topics
- F910w: Sales people basic education I
  - Protection and switching devices: electrical parameters according to IEC 60947

- F911w: Sales people basic education II
  - Protection and switching devices selection and sizing

- F912w: Sales people basic education III
  - Use of software for quotations and offers

- F913w: Sales people basic education IV
  - Coordination between protection devices

- F914w: Sales people basic education V
  - Real case exercise: developing a project