

ACS580 Product Intro/Sales Training

Program Description

Tuition Fee - \$0 per student

Product Intro/Sales Training for the ACS580

This training provides the student with comprehensive sales instruction in the product, including features and benefits, market place, ratings and pricing of the product. The curriculum consists of on-line modules, but can be supplemented with instructor-led training.

This training program for the ACS580 drives focuses on wall mount and module drives up to 350HP. Product features and how these features apply to applications for industrial drives are reviewed in this program.

Program Goals

To provide students with the necessary training to be able to select and price this product in a standard drive configuration.

Program Type and Duration

This program is offered as eLearning modules that may take up to 2 hours to complete.

Student Profile

This training program is intended for ABB employees, and authorized channel partners with experience working with LV Drives. Students of this program would be responsible for selecting and pricing the appropriate product based on application needs.

Prerequisites

- Basic understanding of LV AC Drives
- Understand basic motor control

Program Objectives

Upon successful completion of this program, students will obtain the following:

- Understanding of the ACS580 product line and how this product fits within the LV Drives portfolio
- Understanding of the product rating structure throughout the horsepower range
- Understanding the features of the product and how they would be of benefit in typical applications
- Understanding the market place where this product is sold
- Understand how the base product is structured and priced along with associated options

Student Materials

Each student will receive upon completion of the program:

- The ability to download the program notes related to the training provided
- The locations of product-related documentation

TP0686 Program Description

Program Agenda

Modules to be completed
(the preferred order of completion is below)
<ul style="list-style-type: none">• Product Overview Sales Training• Product Features and Benefits• Market Place and Applications• Product Ratings Options• Product Pricing• All Compatible Panel Fundamentals• Drive Composer Entry Fundamentals• Hardware Benefits• Software Features, Advantages and Benefits

