

ACS580 Awareness Training

Program Description

Tuition Fee - \$0 per student

Awareness Training for the ACS580

This training provides the student with comprehensive instruction in the product overview, 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 the marketplace for industrial drives are reviewed in this program.

Program Goals

To provide students with the necessary training to be able to assist a customer in determining the proper drive configuration.

Program Type and Duration

This program is offered as eLearning modules that may take approximately 45 minutes to complete.

Student Profile

This training program is intended for ABB internal employees and authorized channel partners with experience working with LV Drives. Students of this program would be responsible for selecting and pricing appropriate product based on customer 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 market place and where this product is sold
- Understanding of the product rating structure throughout the horsepower range
- Understanding of the pricing structure and options that can be sold separately or as factory-installed items

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 sales collateral related to the product

Program Description

Program Agenda

Modules to be completed
(the preferred order of completion is below)
<ul style="list-style-type: none">• Product Overview• Market Place - target markets• Ratings• Price Sheet (standard product and options available)

