

Training Program for LP Sales Persons Level 1

Proposals of the basic Learning Paths

First part: introduction to main LP Products and Sales Process

E-Learning courses in English language

Level	Part	Global/BU/PG	Course code	Course name	Hour
1	1	Global - LP Division	F1003e	Low Voltage Products orientation	1
1	1	Global - ABB Processes	F1006e	4Q Basic Training	1
1	1	Global - LP Division	F1007e	How to write clearly and concisely	1
1	1	LPCP - Control Products	F123e	Control Products: e-learning overview	1
1	1	LPWA - EEIB	F215e	Energy Efficiency in Buildings	1
1	1	LPWA- KNX	F218e	KNX Basics	4
1	1	LPBS - Switches	F350e	Switch Basics	1
1	1	LPBS - Switches	F391e	Introduction to the Switch business	1
1	1	LPBS - Circuit breakers	F701e	Basic Circuit Breakers	1
1	1	LPED- MCB & others	F500e	Line protection basics	1
1	1	LPLS - MNS	F810e	MNS System Overview	1
1	1	Global - Sales Process	T205e	Basic Sales Skills and Process	1

Second part: basics of main LP Products and selling technique

E-Learning courses in English language

Level	Part	Global/BU/PG	Course code	Course name	Hour
1	2	Global - LP Division	F1004e	Being an effective team member	1
1	2	Global - LP Division	F1005e	General Commercial Conditions	1
1	2	LPCP - Control & Protection	F130e	Motor protection & control	1
1	2	LPCP - Electronic Products & Relays	F171e	Power Supplies	1
1	2	LPWA - DES	F220e	ABB Door Communication - Welcome	1
1	2	LPBS - Switches	F355e	Switch Disconnectors	2
1	2	LPBS - Fusegear	F400e	SlimLine XR	1
1	2	LPED - MCB & others	F501e	Miniature circuit breakers basics	1
1	2	LPED - RCD & MDRC	F550e	Residual current device basics	3
1	2	LPBS - Circuit breakers	F702e	Molded Case Circuit Breaker Product Overview	1
1	2	LPBS - Circuit breakers	F704e	Air Circuit Breaker Product Overview	1
1	2	Global - Sales Techniques	Z210e	Value Based Selling	1