Course duration
The duration of the course is 5 days. The start of each class is: Monday 09:00 AM – 16:30 PM and Friday 09:00 AM – Noon.

Course type and methods
Sales and product training. This is an instructor-led seminar with some practical exercises. The language of the course is English.

Course goal
The goal of the course is to understand the basics of the Continuous Water Analyser and ENDURA AZ oxygen gas product ranges; and the different market segments and applications they serve.

Participant profile
This training is targeted at: BU MP outside sales people; inside sales people; Selected Alliance Partners. It is also useful for service.

Prerequisites
Participants should have completed all current CWA and AZ20/AZ30 e-learning modules:
- Z206e - Aztec 600 Colorimetric Analyzer – EN
- Z214e - Potable Water – EN

Learning objectives
Upon completion of this course, ABB sales people will be able to: Explain the basic measurement principles used in the various products; Identify the basic customer benefits of these analyzers; Understand the basics of how to select the right product and code for different applications and industries.

Topics
- Basic Measurement
- Boiler Combustion Control and Efficiency
- Turbo generator maintenance and efficiency
- pH and conductivity for the Process, Power and Water Industries
- Power Plant Water Analysers
- Water Industry Analysers
- Analytical Systems Integration for water / steam cycle, balance of plant and Water industry
- Sales Workshops

Contact Us

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