UPS Sales Training Program

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1. **Why Sales Training?**

   Training courses are designed for ABB sales staff as well as Channel Partners. The knowledge and skills acquired during these courses will be reflected in a better quality of service to the end customers.

   Investment in training results in better customer satisfaction and improved sales results.

2. **How to access ABB MyLearning**

   If you are already a registered user of MyABB, the e-learning is accessible via the link [MyLearning](#) for Europe or [MyLearning-Americas](#) for the Americas.

   1. Account already exists:
      - Click on “sign in.”

   2. Not yet registered:
      - Please open a new account by following the instructions. [ABB Main Web Page](#)

   Note: Key Words for Catalogue research: “UST0”, “UST1”, “UST2”, “UST3”. 
3. **UPS Sales Training Model**

UPS Sales Training is arranged into levels to provide a graduated learning path for those pursuing a career in the UPS business.

Levels are designed to provide a comprehensive set of information that provides the right skills and knowledge, based on a person’s roles and job activities.

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<tr>
<th>Attendees</th>
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</table>

Starting-level evaluation → Learning plan → Tracking progress → Final accreditation of the achieved level
4. **Program 2021**

**UPS Sales Training**

4.1. **UPS SALES TRAINING – INTRODUCTION TO UPS**

Topology: Remote (E-learning)

The purpose of this training is to provide a general overview about UPS market.

At the end of this course, you will be able to:

- Understand how ABB ELSP division is structured
- Understand what is a UPS
- Familiarize with ABB UPS Product Portfolio
- Identify applications and segments where UPS is crucial

Link: [UST00 - UPS SALES TRAINING - INTRODUCTION TO UPS](#)

ABB MyLearning code: 9CSC014927e-GLB-EN-V1

4.2. **LEVEL 0 - UPS SALES TRAINING PLAN CERTIFICATION**

Topology: Remote (E-learning)

The purpose of this training is to provide a broad overview of UPS products.

At the end of this training path, you will be able to:

- Explain the basics of UPS topologies
- Recognize standards and classifications relating to UPS
- Identify the main functionalities of UPS
- Understand the purpose and benefits of using a UPS device.

Link: [UST000 - LEVEL 0 - UPS SALES TRAINING PLAN CERTIFICATION](#)

ABB MyLearning code: 9TPC002186-GLB-EN-V1

4.3. **LEVEL 1 - UPS SALES TRAINING PLAN CERTIFICATION**

Topology: Remote (Recorded Webinars)

The purpose of this training is to provide a detailed knowledge of ABB UPS product families and related features. At the end of this training path, you will be able to:

- Manage ABB UPS products
- Understand the differences between products
- Exhibit an extended and detailed knowledge of the ABB UPS portfolio

Link: [UST100 - LEVEL 1 - UPS SALES TRAINING PLAN CERTIFICATION](#)

ABB MyLearning code: 9TPC002188-GLB-EN-V1
4.4. **LEVEL 2 - UPS SALES TRAINING PLAN CERTIFICATION**

Topology: Remote (live virtual classroom)

The purpose of this training is to provide enhanced knowledge of tools and the information needed to deal with customers. At the end of this training path, you will be able to:

– Manage large tenders where solutions are included
– Manage FATs
– Deal with MTBF/MTTR/availability and earthing systems
– Size the applicable energy storage (VRLA, LIB, NiCd)
– Shape a UPS solution

Link: [UST200 - LEVEL 2 - UPS SALES TRAINING PLAN CERTIFICATION](#)
ABB MyLearning code: 9TPC002189-GLB-EN-V1

Link: [UST200 - LEVEL 2 - UPS SALES TRAINING VIRTUAL CLASSROOM 2021 APRIL](#)
ABB MyLearning code: 9CSC014713vc-GLB-EN-V1-20210413

Link: [UST200 - LEVEL 2 - UPS SALES TRAINING VIRTUAL CLASSROOM 2021 OCTOBER](#)
ABB MyLearning code: 9CSC014713vc-GLB-EN-V1-20211012

4.5. **LEVEL 3 - UPS SALES TRAINING PLAN CERTIFICATION**

Topology: Quartino, Switzerland (Classroom)

The purpose of this training is to provide enhanced knowledge of tools as well as information needed to deal with large tenders. At the end of this training path, you will be able to:

– Manage a large project
– Perform a detailed competitor analysis
– Carry out technology updates – get connected with R&D
– Participate in the forum on the product roadmap – get connected with the PM
– Knowledgably review market segments and related applications
– Deal with short circuits and site planning
– Earth arrangement and system grounding
– Perform a UPS test demo

Link: [UST300 - LEVEL 3 - UPS SALES TRAINING PLAN CERTIFICATION](#)
ABB MyLearning code: 9TPC002190-GLB-EN-V1

Link: [UST300 - LEVEL 3 - UPS SALES TRAINING COURSE CLASSROOM CLASSES- 2021 JUNE](#)
ABB MyLearning code: 9CSC014712c-GLB-V1-20200615

4.6. **TAILOR-MADE SALES TRAINING**

In case of specific needs, please contact: Dario Mazzoleni Ferracini
UPS Customer Project Sales Team [CH-cpm-sales@abb.com](mailto:CH-cpm-sales@abb.com)