

Course Duration

The duration is 2 days.

Monday	arrival
Tuesday	all day training and dinner
Wednesday	all day training
Thursday	departure

Location

Bergamo - Italy.

Course type

This is a classroom course with activities led by instructors. The language is English.

Course Goal

The goal of this training is to make you extremely confident about all the technical and commercial aspects in order to properly select, specify and promote the Emax 2.

The training will be characterized by a strong customer-oriented approach, in order to deepen the key factors motivating consultants, panel builders and end users to switch to Emax 2 solution.

Student Profile

The training is intended for the LPBS local training referents (normally the Product Managers); **the participant must have the responsibility to be the local Emax 2 trainer in his country.**

As an exception, according to the available seats, the course can be extended to other ABB employees who need to be deeply trained about Emax 2.

Prerequisites and Recommendations

The student must have a strong electro-technical knowledge and must be already skilled in terms of low voltage breakers.



Course Objectives

After the course the participants will:

- have a deep knowledge about the Emax 2 circuit breakers new range and his advanced technical characteristics;
- be confident about the main applications and the commercial advantages of the innovative Emax 2 features towards customers;
- be able to properly use all the Emax 2 technical and marketing tools;
- get the fundamentals of the competitors comparison.

Main Topics

Day 1, Tuesday

- Course objectives and introduction to the Emax 2 project
- The four pillars review
- Generator protection
- Communication systems and Emax 2 advantages
- Sales arguments for consultants and panel builders, practical cases
- Hands-on session
- Emax 2 mechanical parts
- Commercial advantages versus competitors

Day 2, Wednesday

- Power Controller: features, benefits, applications, algorithm, programming
- Emax 2 in switchboard and device substitution
- Ekip Connect
- Emax 2 miscellaneous: tools, commissioning, settings, service aspects
- Emax 2 design with DOC: practical examples
- Assessment and discussion of results

