



Tuition Fee

Tuition is free (\$0.00) for authorized WEG distribution channel partners.

Course Goal / Description

This class is designed to equip you with the knowledge and skills to effectively select and size automation products. Throughout the course, you will learn how to build a combination starter, select the correct contactor, VFD, and soft start, and participate in hands-on labs to reinforce your learning.

Training Type / Duration

This is a one (1) day in-person program that features a variety of hands-on lab exercises.

Student Profile

This training program is designed for individuals seeking to accurately size contactors, VFDs, and soft starters for motor control applications. It is suitable for Inside Sales, Outside Sales, Product Specialists, and Engineers involved in the design of control panels.

Prerequisites

The student completed the following online classes before attending training:

- All Basics of Electricity & Standards Classes
- All Electric Motor Essentials Classes
- All Motor Control Basics Classes
- All WEG Control & Circuit Protection Product Introduction Classes
- All WEG Drives and Soft Starter Product Introduction Classes

This is approximately ten (10) hours of online training.

Course Objectives

Upon completion of this course, students will be able to:

- Recognize opportunities for drive sales.
- Select the best motor control solution for your application.
- Understand how to size a motor control solution properly.
- Learn available tools and resources to assist in specification and selling efforts

Topics

- Selecting the correct contactor and accessories.
- Assembling a contactor.
- Selecting the correct variable frequency drive (VFD).
- Selecting the correct soft-starter.
- Tools to help the sales process.

What Student Needs to Bring

- All materials will be provided.

Expectations After Completion of Course

- Select Motor Control Products:
 - Upon completing this course, participants will be proficient in selecting the appropriate motor control products.
 - They will gain expertise in evaluating and choosing the right motor control solutions to meet diverse application requirements.
- Present WEG Products to Customers:
 - Upon completing this course, participants will be proficient in presenting WEG products.
 - They will develop the skills to effectively showcase and communicate the benefits and features of WEG's product offerings, ensuring customers understand the value and advantages of choosing WEG solutions.

Student Materials

Upon completion of the instructor-led class:

- Student manual with copies of all training materials, including student labs.
- Controls display board made during the labs.