

BOGE Compressed Air Academy

Basic Sales Seminar (English)

Description	Screw compressors with oil-injection cooling (6ES)
Learning opportunities	The participants will learn about the design and structure of the C series and S series, its important components and its functions as well as how to argue its advantages and the customer benefits. Moreover we compare the most important competitors.
Target group	Sales representatives and indoor sales staff with customer contacts and all interested staff members.
Content	<ul style="list-style-type: none">• Structure and function of oil injection-cooled screw compressors of the C range• Structure and function oil injection-cooled screw compressors of the S range• How to argue advantages and benefits of C and S range• Comparisons with the competition
Requirements	Technical understanding of machines.
Duration	1 Day
Charge	-
Dates and locations	on appointment

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Agenda	Screw compressors with oil-injection cooling (6ES)
Day 1	
09:00 hrs	Welcome and introduction to the course agenda, Introduction of participants
09:15 hrs	BOGE screw compressors with oil-injection cooling – S and C series <ul style="list-style-type: none">• Overview of the C range• structure of the C range and function of essential components• Argumentation of Advantages and benefits
10:30 hrs	Break
11:00 hrs	BOGE screw compressors with oil-injection cooling – S and C series <ul style="list-style-type: none">• Design and function of single components
12:45 hrs	Lunch-Break
13:30 hrs	BOGE screw compressors with oil-injection cooling – S and C series <ul style="list-style-type: none">• Advantage and benefit argumentation
15:00 hrs	Break
15:15 hrs	BOGE screw compressors with oil-injection cooling – S and C series <ul style="list-style-type: none">• Information about competition and comparisons
17:30 hrs	End of the seminar

In case the seminar will take place at BOGE headquarters, and if time-wise possible we will make a factory tour for those who are interested.