



Program SYNERGY Basics

The essential knowledge you need in your daily distribution business.

Teaching objectives: To increase the sales team performance

What's really different?

- Efficient and innovative training methods
- Knowledge assessment and feedback
- High trainee participation
- Plant tours, including Italy

Contents

The bearing market (0.25 day)

NTN SNR Group
Brand and market actors

Bearing technology Basics (0.75 days)

Bearing type and nomenclature, including bearing units
Bearing life
Bearing limiting speed and precision
Introduction to lubrication
Environment and its impact on the bearing
Basic technical advice
Mastering bearing catalogues and Internet tools

NTN and SNR ranges and associated sales arguments (2 days)

Ball bearings
Cylindrical bearings
Tapered bearings
Spherical bearings
Needle bearings
Machine-tool bearings
Ball & roller thrust bearings
Self-aligning bearing units
Split pillow blocks
Maintenance tools (Experts & Tools)

People concerned: Internal / External sales in industrial distribution

Participant level required: Practical knowledge in industrial distribution

