ABSDA TRAINING PROGRAMS

Electrical
Fundamentals for Retail Sales



Monday, December 7, 2026
NSCC - IT Campus, 5685 Leeds St., Halifax, NS

COURSE OBJECTIVE

Empower your sales team with the essential knowledge of electrical products. This hands-on course is tailored for retail professionals in the building supply industry, providing a solid foundation in electrical principles, products, and applications. From wiring and circuit basics to understanding key components like switches, outlets, and lighting, participants will gain the confidence to assist customers with expert product recommendations and troubleshooting advice. Enhance your team's ability to provide informed, reliable guidance that boosts customer satisfaction and drives sales success.

Duration
Monday: 8:30 am - 4:30 pm

LEARNING TOPICS

- Basic Electrical Principles: Understanding voltage, current, and resistance
- Wiring Types and Applications: Overview of common residential and commercial wiring
- Electrical Components: Breakers, outlets, switches, and their functions
- Lighting Systems: Different types of lighting (LED, CFL, incandescent) and their uses
- Safety Standards and Codes: Key safety regulations in electrical work
- Common Electrical Issues: Troubleshooting and solutions for typical customer problems
- Energy Efficiency and Sustainability: Understanding energy-saving products and technologies
- Hands-on wiring and installation of components

Pricing based on total registrations
(including course materials and lunch)

Less than 15 participants
$399 + HST per person

15 participants or more
$349 + HST per person

Non-member
$599 + HST per person

Cancellation/Substitution Policy:
Substitutions within the same company are possible without penalty. Cancellations 6 days or less, prior to the seminar, will be subject to a 33.33% cancellation charge.

absda

REGISTRATION FORM – ELECTRICAL FUNDAMENTALS FOR RETAIL SALES

Company Name: _____

Street: _____ City: _____ Province: _____ Postal Code: _____

Company Contact: _____ Telephone: _____ Email: _____

Number of Participants _____

Method of Payment: ☐ Bill our Company ☐ Visa/MasterCard Card # _____ CVV _____ Expiry _____

Return Form To: ABSDA, 70 Englehart Street,Dieppe, NB E1A 8H3
Phone: 506-858-0700 Email: goguen@absda.ca

Seminar fees are subject to HST
HST #R106736168

PARTICIPANTS FORM – FOLLOWING PAGE

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PARTICIPANTS FORM – ELECTRICAL FUNDAMENTALS FOR RETAIL SALES

Participant Name: _____

Home Address: _____ City: _____ Province: _____ Postal Code: _____

Telephone: _____ Email: _____ Date of Birth: _____

Previously attended NSCC (Y/N) _____

Participant Name: _____

Home Address: _____ City: _____ Province: _____ Postal Code: _____

Telephone: _____ Email: _____ Date of Birth: _____

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