

# Green Careers Texas Course Descriptions



## **Entry-Level Solar Installation (2 Day)**

Safety—Harness, Ladder, Falls

Intro to Solar PV Systems

Components of a Solar Array

Hands-on Practice: Installation techniques, materials identification & proper handling, manufacturer's warranties

Wire Management

PV Modules & Mounting Systems

Crew members & Workflow

Jobsite Behavior

Creating an Installer Toolkit

## **Crew Lead (2 Day)**

Roof Layout

Team Management

Job Site Behavior

## **Solar for Journeyman (2 Day)**

Basic PV System Configurations: Grid-tied, PV Direct, Standalone, Multimode

PV Modules & Mounting Systems

DC Optimizers, Microinverters, String Inverters

Disconnects and Overcurrent Protection Devices

AC and DC Combiners

Batteries & Charge Controllers

Local Distribution - Service Panels

Faults & Other Real-World Conditions: Fire, Structural Weight, Blackouts/Brownouts/Surges, Short Circuits & Component Failures

Testing & Commissioning

## **Technical Sales**

Solar Technical Sales Introduction

Definitions

Apps & Tools

Solar Technical Sales Tasks Overview

Technical Sales Job Tasks: This class gives an overview of the JTA for a solar technical salesperson. The JTA is divided into eight major topic areas: 1. Qualify the Customer 2. Site Analysis 3. Conceptual Design 4. Financial Costs, Incentives, and Savings 5. Financial Benefit Analysis and Financing 6. Non-financial Benefit Analysis 7. Performance Analysis 8. Prepare Proposals