Getting Installation Training Right
Lessons Learned at SunPower

Chris Sommerfeld
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- ISPQ Certified Trainer
- NABCEP Certified PV Installer
- 7 years of PV design and Installation experience
- Trained over 1,500 individuals across SunPower’s North America Dealer Network on the design and installation of residential and commercial grid-tied PV systems
Who We Are
Our Problem

- Different experience levels
Our Audience and Approach

Pre-Study Online

Two Day Hands-On Course

SUNPOWER ASSOCIATE CERTIFIED
Our Approach

- Introduce - Brief and to the point
Our Approach

- Apply - Using all the real resources and tools
Our Approach

- Repeat.....
Our Approach

- **Review and Share-** Experienced students play an active role in instructing.
Our Approach

- Inspections - Large classes need quality control
Make it Real
Summary

- Make it real!
- Lesson plan built on learning objectives
  - Break the installation into pieces
- Review progress
  - Driven by participants
  - Students are also teachers
- Clear expectations
  - Quality checklist holds the project together
  - Instructor inspects during and after installation
- Variety of current products
- Turn the system on!
  - Accomplishment