

# SOLAR SALES: GRID-CONNECTED PV - AN INDUSTRY PERSPECTIVE

Due to the recent growth in the solar industry, there is a demand that new entrants to this industry acquire knowledge about solar products. This demand comes from the community, but more importantly, it comes from those involved in the marketing, sale and installation of Solar Power Systems.

Therefore GSES published a book on selling solar power. Solar Sales: an industry perspective aims to provide theoretical and technical information regarding selling solar power in a user friendly format so that businesses and the end customer receive the best outcome from solar technology.

## Contents

- Chapter 1 - Introduction to Solar Energy
- Chapter 2 - Solar Resource
- Chapter 3 - Photovoltaic Modules
- Chapter 4 - Grid-tied Inverters
- Chapter 5 - Balance of Systems Equipment
- Chapter 6 - Site Assessment
- Chapter 7 - Economics of a PV System
- Chapter 8 - Interacting with the Client
- Chapter 9 - Promoting a Business in the PV Industry
- Chapter 10 - Introduction to Energy Efficiency
- Glossary
- Abbreviations
- Appendix - List of relevant standards

