



# **Specification for the Certification of Welding Sales Representatives**



**American Welding Society**

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**AWS QC14:2009**

# **Specification for the Certification of Welding Sales Representatives**

**1st Edition**

Prepared by the  
American Welding Society (AWS) Subcommittee on Certified Welding Sales Representatives

Under the Direction of the  
AWS Certification Committee

Approved by the  
AWS Board of Directors

## **Abstract**

This standard defines the requirements and program for the American Welding Society to certify welding sales representatives. The certification of welding sales representatives requires documentation of experience and satisfactory completion of an examination. The examination tests the sales representative's knowledge of welding processes, terms, definitions, safety, and responsibilities.



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## Foreword

This foreword is not part of AWS QC14:2009, *Specification for the Certification of Welding Sales Representatives*, but is included for informational purposes only.

Welding sales representatives perform a very important function in the welding industry. They serve as the conduit for information concerning new technologies that can improve the productivity, reliability, and quality of welding processes. Knowledgeable welding sales representatives can offer manufacturers technical support and guidance in the appropriate application of welding technologies.

The AWS program for the certification of welding sales representatives has been developed to define minimum standards for welding sales representatives and to provide a means of recognition for those who demonstrate that they have the skills, knowledge, and experience in the field of welding sales.

Comments and suggestions for the improvement of this standard are welcome. They should be sent to the Secretary, AWS Certification Committee, American Welding Society, 550 N.W. LeJeune Road, Miami, FL 33126.



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# Specification for the Certification of Welding Sales Representatives

## 1. Scope

**1.1** This specification establishes the requirements for certification and maintenance of certification in accordance with qualification requirements stated in AWS B5.14, *Specification for the Qualification of Welding Sales Representatives*.

**1.2** In the certification process, the AWS Certification Department performs the following functions:

(1) Reviews the education and experience of each applicant to see that the minimum requirements of Clause 6 of AWS B5.14 are met.

(2) Administers the examinations, which cover the subject areas as stated in 6.2 of this specification.

(3) Issues the certification credentials to successful applicants.

**1.3** Certification is the documentation that the specified qualification requirements have been satisfied, and should not be construed as an endorsement of the future performance of an individual in a particular job environment. It shall be the responsibility of the employer to determine that the certified welding sales representative is capable of performing all duties assigned.

**1.4** The applicable standards for this program do not address the assessment of capabilities regarding performance of sales-related issues, such as sales techniques, financing, and other related subjects.

**1.5 Levels of Certification.** There is only one level of certification for welding sales representatives.

## 2. Normative References

The standards listed below contain provisions, which, through reference in this text, constitute mandatory provisions of this AWS standard. For undated references, the latest edition of the referenced standard shall apply. For

dated references, subsequent amendments to, or revisions of, any of these publications do not apply.

AWS A3.0, *Standard Welding Terms and Definitions, Including Terms for Adhesive Bonding, Brazing, Soldering, Thermal Cutting, and Thermal Spraying*

AWS B5.14, *Specification for the Qualification of Welding Sales Representatives*

## 3. Definitions

The terms used in this standard are defined in AWS A3.0, *Standard Welding Terms and Definitions*. Other terms used herein are defined below. (Note: As used in this standard, the word *shall* denotes a requirement; the word *should* denotes a guideline; and the word *may* denotes a choice.)

**applicant.** A person who applies to the American Welding Society (AWS) for certification.

**certificate.** A document or credential issued to the applicant on successful completion of the requirements for certification.

**Certification Committee.** The Certification Committee of the American Welding Society.

**Certification Department.** The department of the American Welding Society that administers the certification programs for personnel in compliance with the AWS certification standards.

**welding sales representative.** An individual who, through education and training, performs an occupational role of selling welding equipment, consumables, and related materials.

## 4. Functions

The duties and responsibilities of the welding sales representatives are listed in Clause 5 of AWS B5.14,