Specification for the Qualification of Welding Sales Representatives
Abstract
This standard establishes the minimum requirements to qualify as a Welding Sales Representative (WSR). This qualification is based on the individual’s education and experience, and his or her ability to pass an examination.
Foreword

This foreword is not part of AWS B5.14:2009: Specification for the Qualification of Welding Sales Representatives, but is included for informational purposes only.

This specification was developed by the AWS Personnel and Facilities Qualification Committee in response to an industry demand for a qualification document for individuals who sell welding products or services. This specification establishes the qualification requirements from which a central certification agency or an employer may develop a certification program for these professionals.

This is the second edition of this specification. This edition canvassed a larger group in order to improve upon the requirements in the first edition, and to make this document more responsive to industry needs.

The Qualification and Certification Committee of the American Welding Society was formed in 1973. In 1996, it was divided into two committees. The Personnel and Facilities Qualification Committee is now responsible for creating American National Standards for the qualification of welding personnel and welding facilities. The AWS Certification Committee is now responsible for creating certification programs based on these and other recognized standards.

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

1. Scope

1.1 General. This standard defines the minimum education, experience, and knowledge necessary for individuals to function effectively sales representatives in the welding industry. It provides a method, through documentation of education and experience and a written examination, to qualify an individual as a Welding Sales Representative (WSR). It also provides general job functions a WSR should be able to perform.

1.2 Safety and Health. Some safety and health issues may be beyond the scope of this standard and therefore not be fully addressed by this standard. Users of this standard should consult ANSI Z49.1, Safety in Welding, Cutting, and Allied Processes, applicable federal, state, and local regulations and other relevant documents concerning safety and health issues not addressed herein.

1.3 Terminology Guideline. As used in this standard, the word shall denotes a requirement, the word should denotes a guideline, and the word may denotes a choice. As used in this standard, the word welding includes brazing.

2. Referenced Documents

ANSI Z49.1, Safety in Welding, Cutting, and Allied Processes

AWS A3.0, Standard Welding Terms and Definitions

AWS A5.01M/A5.01, Procurement Guidelines for Consumables—Welding and Allied Processes—Flux and Gas Shielded Electrical Welding Processes

AWS A5.32/A5.32M, Specification for Welding Shielding Gases

AWS F3.2M/F3.2, Ventilation Guide for Weld Fume


3. Terms and Definitions

Terms used in this standard are defined below. All other terms are defined by AWS A3.0, Standard Welding Terms and Definitions.

Candidate. An individual who is seeking to obtain status as a WSR.

Employer. The corporate, private, or public entity which employs the WSR for wages, salary, fees, or other considerations.

qualification. The process of demonstrating whether an individual is capable of fulfilling specified requirements.

Welding Sales Representative (WSR). An individual who has demonstrated that they meet the requirements of this standard.