



Specification for the Certification of Welding Sales Representatives



American Welding Society



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.



American Welding Society

550 N.W. LeJeune Road, Miami, FL 33126

International Standard Book Number: 978-0-87171-755-9

American Welding Society
550 N.W. LeJeune Road, Miami, FL 33126

© 2009 by American Welding Society

All rights reserved

Printed in the United States of America

Photocopy Rights. No portion of this standard may be reproduced, stored in a retrieval system, or transmitted in any form, including mechanical, photocopying, recording, or otherwise, without the prior written permission of the copyright owner.

Authorization to photocopy items for internal, personal, or educational classroom use only or the internal, personal, or educational classroom use only of specific clients is granted by the American Welding Society provided that the appropriate fee is paid to the Copyright Clearance Center, 222 Rosewood Drive, Danvers, MA 01923, tel: (978) 750-8400; Internet: <www.copyright.com>.

Statement on the Use of American Welding Society Certification Standards

All standards (codes, specifications, recommended practices, methods, classifications, and guides) of the American Welding Society (AWS) are voluntary consensus standards that are developed through a consensus standards development process that brings together volunteers representing varied viewpoints and interests to achieve consensus. While the American Welding Society administers the process and establishes rules to promote fairness in the development of consensus, it does not independently test, evaluate, or verify the accuracy of any information or the soundness of any judgments contained in its standards. Further, given the rapid changes in the field, AWS cannot warrant that the certification standard will at all times reflect the most current knowledge.

Certification is achieved by satisfying a combination of defined education, experience, and/or examination requirements. Certification is not an assurance of future competence or ability.

AWS disclaims liability for any injury to persons or to property, or other damages of any nature whatsoever, including special, indirect, consequential or compensatory damages, directly or indirectly resulting from the negligent conduct or other acts or omissions of any individual certified by AWS.

In issuing and making this standard available, AWS is not undertaking to render professional or other services for or on behalf of any person or entity. Nor is AWS undertaking to perform a duty owed by any person or entity to someone else. Employers and other persons utilizing the services of individuals certified by AWS are responsible for determining the qualifications, competence, and ability of those individuals.

This standard may be superseded by the issuance of new editions. Users should ensure that they have the latest edition.

Publication of this standard does not authorize infringement of any patent or trade name. Users of this standard accept any and all liabilities for infringement of any patent or trade name items. AWS disclaims liability for the infringement of any patent or product trade name resulting from the use of this standard.

Finally, the American Welding Society does not require that any member or other person become certified by AWS or utilize the services of one who is certified by AWS.

On occasion, text, tables, or figures are printed incorrectly, constituting errata. Such errata, when discovered are posted on the AWS web page (www.aws.org).

Official interpretations of any of the technical requirements of this standard may only be obtained by sending a request, in writing, to the Managing Director, Certification Department, American Welding Society, 550 N.W. LeJeune Road, Miami, FL 33126. With regard to certification inquiries made concerning AWS standards, oral opinions on AWS standards may be rendered. However, such opinions represent only the personal opinions of the particular individuals giving them. These individuals do not speak on behalf of AWS, nor do these oral opinions constitute official or unofficial opinions or interpretations of AWS. In addition, oral opinions are informal and should not be used as a substitute for an official interpretation.

This standard is subject to revision at any time by the AWS Certification Committee. Comments (recommendations, additions, or deletions) and any pertinent data that may be of use in improving this standard are welcomed and should be addressed to AWS Headquarters. Such comments will receive careful consideration by the AWS Certification Committee and the author of the comments will be informed of the Committee's response to the comments. Guests are invited to attend all meetings of the AWS Certification Committee to express their comments verbally. Procedures for appeal of an adverse decision concerning all such comments are provided in the Rules of Operation of the Certification Committee. A copy of these Rules can be obtained from the American Welding Society, 550 N.W. LeJeune Road, Miami, FL 33126.

This page is intentionally blank.

Personnel

AWS Certification Committee

R. K. Wiswesser, Chair	<i>Welder Training & Testing Institute</i>
S. L. Raymond, 1st Vice Chair	<i>International Training Institute</i>
G. G. Hlifka, 2nd Vice Chair	<i>Westinghouse</i>
N. A. Chapman, 3rd Vice Chair	<i>Entergy</i>
P. Howe, Secretary	<i>American Welding Society</i>
R. L. Arn	<i>Holtec International</i>
K. W. Coryell	<i>Consultant</i>
B. Craft	<i>Trinity Industries, Incorporated</i>
M. L. Deckard	<i>Parsons Brinckerhoff Transit and Rail Systems, Incorporated</i>
E. K. Eden	<i>United Association, Local 430</i>
G. J. Frederick	<i>Electric Power Research Institute</i>
J. E. Greer	<i>Moraine Valley Community College</i>
J. D. Hollison	<i>Performance Mechanical, Incorporated</i>
J. H. Hope	<i>Consultant</i>
J. P. Kane	<i>Pennoni Associates</i>
P. F. Martin	<i>United Association</i>
A. J. Moore	<i>Marion Testing & Inspection</i>
R. N. Munroe	<i>Ironworkers Local 15</i>
T. Peshia	<i>Garbe Iron Works, Incorporated</i>
M. Stone	<i>Canadian Welding Bureau</i>

AWS Subcommittee on Certified Welding Sales Representatives (CWSR)

R. L. Arn, Chair	<i>Holtec International</i>
P. Howe, Secretary	<i>American Welding Society</i>
M. Brace	<i>WELSCO</i>
T. Byrd	<i>Airgas, Incorporated</i>
N. A. Chapman	<i>Entergy</i>
M. Jeffries	<i>Machine & Welding Supply Company</i>
K. Krieger	<i>Hobart Brothers</i>

This page is intentionally blank.

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.

This page is intentionally blank.

Table of Contents

	Page No.
<i>Personnel</i>	v
<i>Foreword</i>	vii
1. Scope	1
2. Normative References	1
3. Definitions	1
4. Functions	1
5. Education and Experience Requirements	2
6. Examination Requirements	2
7. Certification	2
8. Revocation	2
9. Reinstatement	2
10. Renewal	3
11. Recertification	3
12. Responsibility	3
List of AWS Documents on Certification	5

This page is intentionally blank.

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,