



# Specification for the Certification of Welding Sales Representatives



**American Welding Society**

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# **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**

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M. Stone	<i>Canadian Welding Bureau</i>

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M. Jeffries	<i>Machine &amp; Welding Supply Company</i>
K. Krieger	<i>Hobart Brothers</i>

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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,

*Specification for the Qualification of Welding Sales Representatives.*

## 5. Education and Experience Requirements

**5.1** The education and experience requirements for Certified Welding Sales Representatives (CWSR) are listed in Clause 6 of AWS B5.14, *Specification for the Qualification of Welding Sales Representatives*.

**5.2** The AWS Certification Department shall review and/or verify the education and experience of each applicant based on the information submitted with the application. If the application is incomplete or the applicant does not meet the education and experience criteria, the applicant shall be notified that he/she does not qualify to take the examination.

## 6. Examination Requirements

**6.1** Applicants shall meet the applicable examination requirements to be considered for certification as an AWS Certified Welding Sales Representative (CWSR).

**6.1.1** Certified welding sales representative candidates shall pass (with a minimum of 70% correct answers) the CWSR written examination on the subjects listed in Clause 7 of AWS B5.14, *Specification for the Qualification of Welding Sales Representatives*. Subject weights are listed in 6.2.

**6.1.2** The examination shall consist of a closed book examination consisting of a minimum of 50 multiple-choice questions. Two hours of time are allowed to complete the examination.

**6.2** The weighting for the subject areas specified in Clause 7 of AWS B5.14, *Specification for the Qualification of Welding Sales Representatives*, are listed below, and are expressed in terms of approximate percentage of questions used on the written examination.

- (1) Gas metal arc welding (GMAW)—9%
- (2) Gas tungsten arc welding—9%
- (3) Flux cored arc welding—9%
- (4) Shielded metal arc welding—9%
- (5) Submerged arc welding—4%
- (6) Safety in welding, cutting and related processes—4%
- (7) Safety in gas cylinder storage and handling—2%

(8) Brazing and soldering—4%

(9) AWS filler metal classification guidelines—9%

(10) Shielding gas applications—9%

(11) Welding terms and definitions—9%

(12) Welding fume extraction and ventilation—4%

(13) Basic electrical requirements for welding power sources—4%

(14) Cutting processes—4%

(15) Welding procedures and procedure qualification records—2%

## 7. Certification

**7.1** The American Welding Society shall issue to each CWSR applicant who meets all requirements of this standard a serialized certificate and wallet card stating the applicant has met the AWS certification requirements. The initial period of certification shall be valid for three (3) years.

**7.2** Certification becomes effective on the first day of the month following the date of the examination, and expires on the first day of that month, 3 years later. For purposes of renewal and recertification, an expiration grace period of 30 days exists from the expiration date.

## 8. Revocation

**8.1** The Certification Committee shall have the power to suspend, refuse the renewal of, or revoke the CWSR certification for misrepresentation of facts regarding personal qualification and status relating to certification as a welding sales representative whether such misrepresentation was made at the time of application or on subsequent applications or renewals.

**8.2** The Committee may apply to any court of competent jurisdiction for further enforcement of its administrative decisions and rulings.

## 9. Reinstatement

Reinstatement of a revoked certificate shall be allowed with no penalty or prejudice to the individual, provided the cause for such revocation has been rectified to the Committee's satisfaction.

## 10. Renewal

**10.1** The period of validity for the AWS CWSR credentials is three (3) years.

**10.2** Prior to the end of three years, certificate holders are required to renew the certification if they wish to maintain their CWSR credentials. Renewal requires written documentation to support evidence of continued activity in the occupational position of welding sales representative. If the certification is allowed to lapse beyond the grace period, renewal is not permitted; a new application for certification shall be submitted, and the educational and examination requirements of Clause 5 and 6.1 shall be met.

## 11. Recertification

**11.1** After two (2) consecutive renewals [total of nine (9) years of continuous certification], the certificate holder is required to recertify to maintain CWSR credentials by meeting the requirements of 11.1.1 and 11.1.2.

**11.1.1** Documentation to support evidence of continued activity in the occupational position of welding sales representative shall be provided.

**11.1.2** The certificate holder shall successfully pass the CWSR written examinations as defined in 6.1 or be exempt from the exam by applying 11.2.

**11.2** As an alternative to 11.1.2, the certificate holder may demonstrate continued education in subject areas identified in Clause 7 of AWS B5.14 equivalent to 80 professional development hours (PDH) over the nine (9) year period of certification with 20 PDH being completed in the immediate three (3) year period preceding the 9-year recertification.

## 12. Responsibility

**12.1** The responsibility for the maintenance (renewal and recertification) of AWS certification is solely with the certificate holder. Failure to maintain a current address<sup>1</sup> with the AWS Certification Department and subsequent failure of notification shall not be considered adequate justification to allow an extension of the certification validity date.

**12.2** As a courtesy, the AWS Certification Department will attempt to notify each CWSR of the expiration of the certification and the requirements of renewal or recertification. Notices shall be mailed approximately 90 days in advance of the expiration date of the certification.

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<sup>1</sup>NOTIFICATION OF ADDRESS CHANGE(S) TO AWS: Notify the AWS Certification Department directly as *Welding Journal* subscription or AWS membership activity does not automatically notify the AWS Certification Department. It is the responsibility of the CWSR to maintain an accurate address with the AWS Certification Department.

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**List of AWS Documents on Certification**

<b>Designation</b>	<b>Title</b>
QC1	<i>Standard for AWS Certification of Welding Inspectors</i>
QC4	<i>Standard for Accreditation of Test Facilities for AWS Certified Welder Program</i>
QC5	<i>AWS Standard for Certification of Welding Educators</i>
QC6	<i>AWS Standard for Certification of Welding Technicians</i>
QC7	<i>Standard for AWS Certified Welders</i>
QC13	<i>Specification for the Certification of Welding Supervisors</i>
QC14	<i>Specification for the Certification of Welding Sales Representatives</i>
QC15	<i>Specification for the Certification of Radiographic Interpreters</i>
QC17	<i>Specification for AWS Accreditation of Certified Welding Fabricators</i>
QC19	<i>Specification for AWS Certification of Robotic Arc Welding Personnel</i>



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