

# AUTOMOTIVE SALES AND SERVICE CERTIFICATE

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Division: Career Technical Education

## Requirements

PROGRAM CODE: 1C15688

The **Automotive Sales and Service Certificate** is designed to prepare students for customer service and sales positions in the automotive industry. It provides students with a basic knowledge of automobile operations, general maintenance requirements, and damage appraisal procedures along with marketing and management principles. The certificate will enable students to work in a variety of non technical areas in an automobile dealership, repair shop, or insurance company as a service representative, salesperson, or estimator.

To earn this certificate, students should complete the required courses as listed with a grade of C or better. At least 50% of all course work must be completed at Cypress College.

Code	Title	Units
<b>Required Courses are listed in suggested sequence (15-16 units):</b>		
AT 101 C or AT 110 C	Survey of the Automobile Introduction to Automotive Technology	3-4
ACR 112 C	Collision Damage Appraisal (formerly ACR 012 C)	3
MKT 222 C	Principles of Marketing	3
MKT 208 C	Principles of Selling	3
MGT 266 C	Human Relations in Business	3
<b>Total Units</b>		<b>15-16</b>