

GOALS AND OBJECTIVES

This program 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.

CERTIFICATE

Automotive Sales and Service (15-16 units)

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


CERTIFICATE

Automotive Sales and Service = 15-16 units

Program Code: 1C15688

Required courses are listed in numeric sequence:

		Units
_____AT 101	Survey of the Automobile	3
	or	
_____AT 110	Introduction to Automotive Technology	(4)
_____ACR 012	Collision Damage Appraisal	3
_____MGT 266	Human Relations in Business	3
_____MKT 222	Principles of Marketing	3
_____MKT 208	Principles of Selling	3
	Total Units Required	15-16

 **Key Tips:** You may opt to “double major” by applying some of these courses to other **Automotive Collision Repair Degree/Certificate Programs**. Remember to apply for certificates/degrees/graduation at the beginning of your last semester.

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