

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 & 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 & Service = 15-16 units

Program Code: 1C15688

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

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