



# YOUR STEP-BY-STEP PATHWAY TO CWSR

## INTRODUCTION

**Certified Welding Sales Representatives (CWSRs)** help their customers choose the right equipment, consumables, and services to meet their organization's needs. They understand and can communicate how both big and small choices affect productivity, quality and the bottom line. Whether you work with distributors, OEMs, or fabrication shops, the CWSR proves you can connect welding technology to customer needs with credibility and confidence.

### 1 ASSESS YOUR EXPERIENCE AND ELIGIBILITY

Confirm that you satisfy the experience requirements and have all the supporting documentation before you begin the application

#### Education and Work Experience Requirements:

- ☐ A high school diploma or equivalent is required.
- ☐ Minimum **3 years** of experience in robotic arc welding or related activities.

**OR**

- ☐ Alternatively, candidates with less than five years of experience can qualify with at least two years of verifiable experience combined with a certificate of completion for training in welding and cutting processes, as well as filler metals.



### 2 SUBMIT YOUR APPLICATION

The application process is completely digital, so having your documentation ready for upload is essential.

- ☐ Proof of your education and experience
- ☐ Application fee
- ☐ Additional Qualifying Work Experience Form
- ☐ Employment Verification Form
- ☐ Photo ID Requirements



## 2

## SUBMIT YOUR APPLICATION (CONT)

When you have collected your documents follow these steps:

- Log in or create an account at [my.aws.org](https://my.aws.org).
- Select Certified Welding Sales Representative (CWSR) from the list of certification programs.
- Complete all required fields: personal information, work history, and professional references.
- Upload proof of experience or supporting documentation, when prompted.
- Submit payment directly through the portal.



You will receive a confirmation email from AWS verifying your submitted application and providing information to schedule your exam through Prometric, a worldwide testing network.

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## PREPARE FOR THE EXAM

The CWSR exam isn't about proving you can "sell" — it evaluates your understanding of the technical and ethical aspects of welding sales. This step is designed to build both knowledge and confidence, equipping you with practical tools you can apply on the job. Beyond memorizing answers, you'll learn to connect welding processes, consumables, and equipment with effective sales strategies, so you can provide real value to your customers.



### Do this:

- ☐ **Study the CWSR Body of Knowledge** provided by AWS. This includes welding processes, cutting and brazing, filler metals, shielding gases, and safety practices. Key references include:
  - **ANSI Z49.1** – Safety in Welding, Cutting & Allied Processes
  - **AWS A3.0** – Welding Terms & Definitions
  - **AWS A5.01 / A5.32** – Filler metal classifications and procurement
  - **AWS F3.2M** – Ventilation and fume control guidelines
- ☐ **Review core welding processes and applications:** SMAW, GMAW, FCAW, GTAW, and others relevant to manufacturers, OEMs, and job shops. Focus on when and why each process is used, common troubleshooting points, and cost/productivity trade-offs.
- ☐ **Learn safety codes and terminology** to ensure your recommendations meet industry standards.
- ☐ **Practice scenario-based questions:** think through customer problems and what solution you'd recommend, considering productivity, consumable costs, operator safety, and ROI.
- ☐ **AWS Training Options:**
  - **CWSR Online Course** (self-paced, ~13 hours) — covers welding processes, safety, terminology, and sales applications. Offers PDHs/CEUs.
  - **Solution Selling for Welding** (~18 hours) — focused on applying solution-selling techniques in welding contexts. Includes case studies and practical exercises.
  - **Welding Fundamentals I** (~14 hours) — great for brushing up on technical basics, weld quality factors, and shop-floor considerations.

## 3

## PREPARE FOR THE EXAM (CONT)

### ☐ Recommended Reading:

- ☐ *Welding Handbook Volumes 1 & 2 (AWS)*
- ☐ *Modern Welding Technology (Howard Cary)*
- ☐ *Brazing Handbook and Soldering Handbook (AWS)*



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## TAKE THE EXAM AND RECEIVE CERTIFICATION

Complete the CWSR exam, meet the minimum scoring criteria and receive your official certification. This step confirms you have the technical knowledge and practical skills to make informed welding product and process recommendations to customers.

- ☐ **Schedule your exam:** After your AWS application is approved, you'll receive instructions to register through **Prometric**. Exams are **computer-based (CBT)** and proctored at Prometric testing centers across the U.S. and worldwide.
- ☐ **Prepare for exam day:** Bring a valid government-issued photo ID, arrive early, and review the exam format and rules. Exams include scenario-based multiple-choice questions covering welding processes, consumables, safety, and sales application.
- ☐ **Take the exam:** Focus on applying your knowledge to arc welding processes, brazing, soldering, cutting, and safety measures amongst other subjects. To pass the CWSR exam, candidates must score at least 70%.
- ☐ **Receive certification:** AWS reviews your results and confirms your eligibility. Once approved, you'll receive a **certificate** and **wallet card** via the mail.



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## MAINTAIN AND RENEW CERTIFICATION

Keep your credential active and your knowledge current. Welding technology and standards evolve — your certification should, too.

### Do this:

- ☐ Complete AWS-required **continuing education or professional development**.
- ☐ Track your ongoing experience in welding sales or technical support.
- ☐ Submit your renewal application before expiration (typically every **three years**).
- ☐ Stay engaged with AWS news, updates, and professional communities.



# NOTES



**READY TO GET STARTED?  
LEARN MORE ABOUT  
CWSR CREDENTIALS**