

General Basic HVAC Sales, Design and Estimating Certification

This vocational certificate is the recommended first step to employment in the area of sales, design and estimating in the heating and air conditioning field. It is 20 credit hours of basic knowledge in HVAC with an emphasis on design and marketing. This certificate is a beginning completion point for students in the HVAC field and verifies that the student can demonstrate several basic HVAC and selling skills.

Suggested/Sample Course Sequence

The sequence taken by the student may vary depending on prerequisites, course availability, and personal/ professional responsibilities.

(Major Code 3800; State CIP Code 47.0201)

- Gainful Employment - HVAC (<http://www.jccc.edu/hvac/ge-hvac.html>)
- HVAC (<http://www.jccc.edu/hvac>)

First Semester

HVAC 121	Basic Principles of HVAC*	4
HVAC 123	Electromechanical Systems	4
HVAC 150	Refrigerant Management and Certification	1
HVAC 155	Workplace Skills	1
Total Hours		10

Second Semester

ENGL 121	Composition I*	3
HVAC 124	Equipment Selection and Duct Design*	4
MKT 134	Professional Selling	3
Total Hours		10

Total Program Hours: 20