



South Central College

AGME 1881 Parts Department Operation

Common Course Outline

Course Information

Description	This course will focus on the agricultural dealership parts department. Areas covered will be parts invoicing, computer generated ordering and use of industry computer software. Also covered will be the service and sales areas of the dealership.
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Total Credits	1
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Total Hours	32
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Types of Instruction

Instruction Type

On-Campus Lab

Credits/Hours

Pre/Corequisites

None

Course Outcomes

1. Explain parts department responsibilities

Learning Objectives

Explain parts salesperson responsibility

Explain parts merchandising

Explain advertising, displays and demonstrations

2. Explain parts price finding/ figuring

Learning Objectives

Parts catalog price list indexing

Calculate inventory turnover rate

Explain customer parts billing

3. Prepare parts invoice

Learning Objectives

Complete sales records

Prepare major manufacture parts invoices

Cross reference parts to other manufactures

4. Explain ordering parts

Learning Objectives

Explain parts reorder indication systems
Explain parts computerized inventory control

5. Explain shop work orders**Learning Objectives**

Explain service center labor
Explain customer charging rates
Explain warranty procedures
Explain shop services and safety

SCC Accessibility Statement

Disability Services provides accommodations and other supports to students with permanent and temporary disabilities that affect their SCC experience. Disabilities may include mental health (anxiety, depression, PTSD), ADHD, learning disabilities, chronic health conditions (migraine, fibromyalgia), sensory disabilities, and temporary disabilities (broken arm, surgery). Common accommodations are extended test time, private room for testing, audiobooks, and sign language interpreter.

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