# Southwest\*

# Professional Communications Certification

The Southwest Airlines Professional Communications Certification verifies individuals possess the soft skills necessary to thrive in any workplace or post-secondary environment.



### **Certification Exam**

The certification exam, tested for on the iCEV platform, consists of 100 questions and assesses knowledge and skills from the following weighted industry standards:





English Language Proficiencies





Workplace Communication Techniques



10%

Communication Theory



20%

Interpersonal Communication Techniques



20%

Written Communications Procedures



20%

Verbal Communication Procedure

# **Meeting the Industry Need**

- Assesses Competencies Based on Weighted Industry-Valued & Industry-Accepted Standards
- Validates Knowledge & Skills
- Allows Employers to Identify & Connect with Skilled Candidates
- Jump-Starts Individuals' Careers

# **Industry Standards Breakdown**

### **English Language Proficiencies**

Vocabulary Comprehension Reading Comprehension Listening Comprehension Writing Applications

### **Workplace Communication Techniques**

Communication Etiquette
Components of Workplace Communication
Digital Communication Technologies
Customer Service Techniques

### **Communication Theory**

Communication Process & Models Communication Styles Overview Listening Process

### **Interpersonal Communication Techniques**

Teamwork Strategies
Individual Skills, Styles & Roles
in Collaboration
Conflict Management Techniques
Effective Leadership Styles

### **Written Communications Procedures**

Writing Process
Elements of Professional Writing
Business Letters
Memorandums
Research Process
Interpreting Information
Citing Sources

### **Verbal Communication Procedure**

Presentation Strategies
Speech Components
Public Speaking Procedures
Extemporaneous Speaking Techniques

# **Example Assessment Questions**

- 1. Charlie was just put in charge of the accounting department. Charlie's plan to manage his employees is to rely heavily on using policies, procedures and regulations as well as make all of the decisions with little input from his employees. Which of the following types of leadership will Charlie be using?
  - Authoritarian
  - B Participative
  - C Laissez faire
  - Abdicratic
- 2. Ernie comes up with an idea and asks, "what do you think about it." This is an example of using which of the following active listening skills?
  - A Using non-verbal cues
  - B Recognizing the emotions of the other party
  - Asking clarifying questions
  - Asking individuals to share their perceptions
- 3. Put the following steps for dealing with customer complains in order.
  - Remain calm and listen attentively
  - Ask questions in a caring and concerned manner
  - Take ownership of the problem and apologize if appropriate
  - Find a solution to the problem
  - Follow up with the customer to ensure the resolution is satisfactory



# **Testing Platform**

Southwest Airlines utilizes iCEV, a division of CEV Multimedia, as the testing platform for this certification.

iCEV fulfills the following responsibilities:

- Provides secure testing technology for certification exams
- 2. Regulates testing environments
- Works with secondary and post-secondary academic institutions, workforce development associations and the public at large to offer certification options for career advancement
- 4. Provides certification verification to employers for potential job applicants

### **How to Get Started**

**See it in Action:** Schedule a quick, one-on-one online demonstration at your convenience.



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**Order Now:** Contact CEV's dedicated support team by phone, email or fax.



800.922.9965



customersupport@cevmultimedia.com



800.243.6398

"We're confident this certification will challenge students and provide essential training they need in order to thrive in a career or postsecondary environment."

### **Linda Rutherford**

Senior Vice President, Chief Communications Officer Southwest Airlines

## **About Southwest Airlines**

For more than 46 years, Dallas-based Southwest Airlines continues to differentiate itself from other air carriers with exemplary Customer Service delivered by over 56,000 employees to more than 120 million customers annually. Southwest is one of the most honored airlines in the world, known for a triple bottom line approach that contributes to the carrier's performance and productivity, the importance of its People and the communities they serve, and an overall commitment to efficiency and the planet. The mission of Southwest Airlines is dedication to the highest quality of Customer Service delivered with a sense of warmth, friendliness, individual pride, and Company Spirit.

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