



Australian Government

**Assessment Requirements for AURAAA002
Determine retail rates for automotive
products and services**

Release: 1

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Modification History

Release	Comment
Release 1	New unit of competency.

Performance Evidence

Before competency can be determined, individuals must demonstrate they can perform the following according to the standards defined in this unit's elements, performance criteria, range of conditions and foundation skills:

- research and compare costs from external suppliers and competitors for:
 - two automotive workplace services
 - one consumable item
 - one automotive accessory product
- calculate retail rates for above products and services.

Knowledge Evidence

Individuals must be able to demonstrate knowledge of:

- basic accounting principles and practices relating to costings:
 - Goods and Services Tax (GST) calculations
 - mark-up, break even and profit calculations
 - simple and compound interest
 - inflation effects
 - straight line depreciation
- factors impacting on pricing products and services:
 - overheads, including accommodation costs, utilities, depreciation, insurances, licences and other business charges
 - labour costs, including on costs covering leave provision, superannuation, training and workers' compensation
 - actual employee chargeable hours
- sources of information on prices and costs:

- supplier or component price lists
- accounting records
- labour or payroll records
- purchasing records
- repair orders and job cards
- standard repair and warranty times
- key features of workplace software and technology relating to extracting and manipulating data and information.

Assessment Conditions

Assessors must satisfy NVR/AQTF assessor requirements.

Competency is to be assessed in the workplace or a simulated environment that accurately reflects performance in a real workplace setting.

Assessment must include direct observation of tasks.

Where assessment of competency includes third-party evidence, individuals must provide evidence that links them to determining retail rates for automotive products and services, e.g. itemised calculation of retail rate.

Assessors must verify performance evidence through questioning on skills and knowledge to ensure correct interpretation and application.

The following resources must be made available:

- automotive workplace or simulated workplace
- range of information and data relating to product and service costs, including supplier price lists, workplace sales and service data, financial data and payroll records
- calculator, computer hardware and software, and general office equipment.

Links

Companion Volume implementation guides are found in VETNet -

<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=b4278d82-d487-4070-a8c4-78045ec695b1>

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