



**Australian Government**

**Assessment Requirements for  
AURAMA006 Contribute to planning and  
implementing business improvement in an  
automotive workplace**

# Assessment Requirements for AURAMA006 Contribute to planning and implementing business improvement in an automotive workplace

## 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 and foundation skills:

- review the performance of an automotive workplace against its business plan over twelve months
- analyse the effectiveness of the business marketing strategies against sales over twelve months
- develop a strategy to improve business performance based on the above review and analysis.

## Knowledge Evidence

Individuals must be able to demonstrate knowledge of:

- key features of a business plan, including:
  - purpose of business plan
  - types of business planning, including:
    - feasibility studies
    - strategic, operational, financial and marketing planning
  - setting short, medium and long-term goals and objectives
  - role of key performance indicators (KPIs) and targets
- key components of financial statements, including:
  - cash flow
  - trends
  - areas of risk
- principles and factors to consider in setting budgets, including:

- setting targets and stretch targets
- business profit margins
- expenditure, including fixed and variable costs
- calculating service and hourly rates
- contingency and unplanned events
- stock holding costs
- rework components and costs
- subcontracting costs
- business development principles, and strategies for improving business performance, including:
  - stages in business development
  - basic marketing concepts and principles
  - promotional activities
  - ways to reduce costs and address budget deficits
- report formats for preparing a business case, including financial analysis.

## 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 having contributed to business planning processes and improvement activities in an automotive workplace, e.g. business plans.

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
- financial information for an automotive workplace budget over a period of 12 months
- workplace business plan
- computer, office equipment and technology to prepare financial and written reports.

## 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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