



**Australian Government**

**Assessment Requirements for AURSCA007  
Determine used motor vehicle stock  
requirements**

**Release: 1**

## Assessment Requirements for AURSCA007 Determine used motor vehicle stock requirements

### 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:

- determine the used motor vehicle stock requirements of one motor vehicle dealership, including:
  - compiling a list of five motor vehicles to be purchased
  - compiling a list of sources and providers of the motor vehicles to be purchased.

### Knowledge Evidence

Individuals must be able to demonstrate knowledge of:

- procedures for gathering data on used motor vehicle stock requirements, including examining:
  - socioeconomic profile of dealership area and potential customers
  - features and prices of:
    - current stock makes and models
    - new stock makes and models
  - dealership customer database
  - stock turnover rate and seasonal trends
- procedures for determining motor vehicle stock selection criteria, including:
  - using stock control software
  - analysing available statistics relevant to dealership
- procedures for sourcing vehicles to match selection criteria, including:
  - examining past motor vehicle purchases
  - locating motor vehicle wholesalers

- consulting colleagues.

## 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 determined used motor vehicle stock requirements in an automotive sales and service workplace, e.g. list of recommended motor vehicles to be purchased.

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

The following should be made available:

- automotive sales and service workplace or simulated workplace
- workplace procedures relating to the sale of used motor vehicles
- sales and management staff to interview
- sources of information relating to used motor vehicle sales, including history records
- computer hardware and software, calculators and 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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