



Australian Government

Assessment Requirements for AURSCA008 Wholesale used motor vehicle stock

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 and foundation skills:

- wholesale five used motor vehicles to one or more retail buyers.

Knowledge Evidence

Individuals must be able to demonstrate knowledge of:

- procedures for gathering data of surplus used motor vehicle stock, including examining:
 - features and prices of current stock makes and models
 - dealership customer database
 - stock turnover rate and seasonal trends
- procedures for determining surplus motor vehicle stock selection criteria, including:
 - using stock control software
 - analysing available statistics relevant to used motor vehicle stock
- procedures for selling surplus vehicle stock, including:
 - locating motor vehicle retailers
 - determining acceptable selling prices of stock and negotiating with retailers
- key requirements of industry codes of practice and state and territory legislation covering the sale and purchase of used motor vehicles.

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 wholesaling used motor vehicle stock in an automotive sales and service workplace, e.g. sales invoices.

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
- five surplus used motor vehicles to wholesale
- commercially realistic potential buyers of used motor vehicle stock
- sources of information relating to used motor vehicle sales
- 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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