Australian Government

AUR50112 Diploma of Automotive Management

Release 4

INDUSTRY
SKILLS
COUNCILS
Creating Australia's Future

AUR50112 Diploma of Automotive Management

Modification History

Release	Comment
Release 1	Replaces AUR50105 Diploma of Automotive Management
Release 2	BSBHRM402A superseded by BSBHRM405A
Release 3	BSBCUS501A superseded by BSBCUS501C
Release 4	Updated imported units: BSBHRM505B replaces BSBHRM505A

Description

This qualification covers the skills and knowledge required to undertake leadership and management roles within the automotive industry. It is suitable for entry into senior management roles in all sectors of the automotive industry.

Job roles and employment outcomes
The Diploma of Automotive Business Management is intended to prepare new employees or recognise and develop existing workers who are performing management roles in the automotive industry.
Job outcomes targeted by this qualification include:

- business manager
- automotive directorship
- dealer principal
- operations manager
- sales manager
- area manager
- marketing manager
- retail manager
- parts manager
- purchasing manager
- automotive service manager
- automotive aftermarket   manager
- automotive retail sales manager
- automotive warehouse manager
- automotive repair manager

Application
This qualification is suitable for an Australian Apprenticeship pathway.

Pathways Information

Pathways into the qualification
Credit will be granted towards this qualification by those who have completed AUR40112 Certificate IV in Automotive Management or other relevant qualifications.

Pathways from the qualification
Further training pathways from this qualification may lead to a relevant Advanced Diploma qualification.

Licensing/Regulatory Information

There are no specific licences that relate to this qualification. However, some units in this qualification may have licensing or regulatory requirements, depending on the work context. Local regulations should be checked for details.

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Entry Requirements

This qualification may be accessed by direct entry.

Employability Skills Summary

EMPLOYABILITY SKILLS QUALIFICATION SUMMARY	
The following table contains a summary of the Employability Skills for this qualification as identified by the automotive industry. The Employability Skills facets described here are broad industry requirements that may vary depending on qualification packaging options.	
Employability Skill	**Industry/enterprise requirements for this qualification include:**
Communication	• Communicating with business contacts to promote the goals and objectives of the business • Obtaining feedback from colleagues and clients • Interpreting and completing business documentation • Advising stakeholders of the outcome • Communicating information about tasks, processes and events • Communicating business and legal requirements, including workplace health and safety (WHS) responsibilities
Teamwork	• Leading, planning and supervising the performance of team members • Developing team cohesion and fostering innovative work practices • Supporting, respecting and understanding the views of others • Identifying own role and responsibility within a team • Undertaking appropriate and effective communication with team members • Building and maintaining networks and relationships
Problem solving	• Accessing and assessing information for accuracy and relevance • Evaluating and modifying as required • Checking and making required adjustments • Using knowledge to solve problems • Using a wide range of strategies and techniques to solve problems
Initiative and enterprise	• Identifying networking opportunities and developing operational strategies to ensure the viability of the business • Instigating new or different work practices to improve productivity or service delivery • Supporting a continuous improvement environment • Identifying issues requiring action and recommending action • Making adjustments to improve workplace processes and procedures
Planning and organising	• Allocating work to meet time and budget constraints • Developing plans and schedules

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EMPLOYABILITY SKILLS QUALIFICATION SUMMARY

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Employability Skill	Industry/enterprise requirements for this qualification include:
	• Planning for and organising resources
Self-management	• Prioritising tasks • Operating within appropriate time constraints and work standards • Demonstrating consistent performance
Learning	• Participating in professional networks and associations to obtain and maintain personal knowledge and skills • Systematically identifying learning and development needs • Identifying sources of information to expand knowledge and understanding • Recognising limits of own professional expertise and consulting specialists as necessary • Accessing manufacturer's manuals/specifications to expand knowledge
Technology	• Using business technology to access, organise and monitor information

Packaging Rules

To be awarded this qualification, competency must be demonstrated in **12 units** of competency, consisting of:

- **6 core units**

plus

- **6 elective units** of which:
    - up to **6** elective units may be chosen from the elective units listed below
    - up to **2** elective units may be chosen from a Certificate IV qualification or above in this Training Package or another endorsed Training Package or accredited course, provided that the units chosen contribute to the vocational outcome of this qualification and do not duplicate the outcome of another unit chosen for the qualification.

Core units

Unit code	Unit title
Common - Environment	
AURAEA4004	Manage environmental compliance in an automotive workplace
Common - Management, Leadership and Supervision	
AURAMA4005	Manage complex customer issues
AURAMA5006	Contribute to business improvement
Imported Units	
BSBFIM501A	Manage budgets and financial plans
BSBMGT502B	Manage people performance
BSBWHS501A	Ensure a safe workplace

Elective units

Unit code	Unit title
Common - Administration	
AURAAA4002	Determine retail rates of work
Imported Units	
BSBCUS501C	Manage quality customer service

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BSBFIA401A	Prepare financial reports
BSBFRA403B	Manage relationship with franchisor
BSBHRM405A	Support the recruitment, selection and induction of staff
BSBHRM505B	Manage remuneration and employee benefits
BSBINN502A	Build and sustain an innovative work environment
BSBLED401A	Develop teams and individuals
BSBMGT515A	Manage operational plan
BSBMKG523A	Design and develop an integrated marketing communication plan
BSBPUR402B	Negotiate contracts
BSBWOR501B	Manage personal work priorities and professional development
BSBWOR502B	Ensure team effectiveness
SITXADM004A	Plan and manage meetings
TLIA4005A	Check and evaluate records and documentation
TLIA5058A	Manage facility and inventory requirements

Custom Content Section

Not applicable.