



**Australian Government**

# **AUR40116 Certificate IV in Automotive Management**

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## Modification History

Release	Comments
2	Superseded elective units updated
1	This qualification was first released in AUR Automotive Retail, Service and Repair Training Package Release 3.0.

## Qualification Description

This qualification reflects the role of individuals who perform management roles in an automotive retail, service and repair environment.

## Licensing/Regulatory Information

No licensing, legislative or certification requirements apply to this qualification at the time of publication.

## Entry Requirements

This qualification may be accessed by direct entry.

## Packaging Rules

**Total number of units = 10**

**6** core units, plus

**4** elective units, of which:

- up to **4** units may be chosen from the Elective Units listed below
- up to **2** units may be chosen from a Certificate III 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
AURACA003	Build customer relations in an automotive workplace

AURAEA004	Manage environmental and sustainability best practice in an automotive workplace
AURAMA004	Maintain business image in an automotive workplace
AURAMA005	Manage complex customer issues in an automotive workplace
BSBSMB407	Manage a small team
BSBWHS401	Implement and monitor WHS policies, procedures and programs to meet legislative requirements

### Elective Units

Unit code	Unit title
AURAAA002	Determine retail rates for automotive products and services
AURAKA002	Adapt work processes to new technologies in an automotive workplace
AURALA001	Comply with legal aspects of a service and repair contract in an automotive workplace
AURAMA003	Conduct information sessions in an automotive workplace
AURAQA003	Maintain quality processes in an automotive workplace
AURATA005	Estimate and quote automotive mechanical and electrical repairs
BSBTEC403	Apply digital solutions to work processes
BSBLDR413	Lead effective workplace relationships
BSBESB407	Manage finances for new business ventures
BSBPPEF402	Develop personal work priorities
FNSASIC312	Provide personal advice on non-relevant financial products
TAEDEL414	Mentor in the workplace

### Pre-requisite Requirements

There are no prerequisite requirements for this qualification.

## Qualification Mapping Information

Current Code and Title	Previous Code and Title	Comments	Equivalence
AUR40116 Certificate IV in Automotive Management	AUR40112 Certificate IV in Automotive Management		Equivalent

## Links

Companion volumes, including implementation guides, are found on the national training register - <https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=b4278d82-d487-4070-a8c4-78045ec695b1>.