



Australian Government

AURSCA007 Determine used motor vehicle stock requirements

Release: 1

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Modification History

Release	Comment
Release 1	New unit of competency.

Application

This unit describes the performance outcomes required to research information from a range of sources to determine preferred and required used motor vehicle stock to purchase, and to identify sources for the stock.

It applies to those working in the automotive sales and service industry.

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

Competency Field

Sales and Parts, Administration and Management

Unit Sector

Sales and Marketing

Elements and Performance Criteria

Elements	Performance Criteria
Elements describe the essential outcomes.	Performance criteria describe the performance needed to demonstrate achievement of the element. Where bold and italicised text is used, further information is detailed in the range of conditions section.
1. Gather information to inform decision on used motor vehicle stock requirements	1.1 Procedures for collecting relevant data are identified and adopted 1.2 Data is obtained from workplace used motor vehicle sales and management staff 1.3 Data is collected from workplace used motor vehicle sales history records
2. Determine requirements for selecting used motor	2.1 Data is analysed and selection criteria for preferred used motor vehicle stock are established according to workplace

Elements	Performance Criteria
Elements describe the essential outcomes.	Performance criteria describe the performance needed to demonstrate achievement of the element. Where bold and italicised text is used, further information is detailed in the range of conditions section.
vehicle stock	requirements 2.2 Prices of motor vehicles that meet selection criteria are reviewed and a budget is set for purchasing used motor vehicle stock 2.3 List of motor vehicles to be purchased is compiled and documented according to workplace procedures
3. Identify sources and providers of required used motor vehicle stock	3.1 Workplace data on past used motor vehicle purchases is collected and analysed to determine potential sources and providers of used motor vehicle stock 3.2 Additional sources of preferred used motor vehicle stock are researched and analysed 3.3 Experienced workplace staff are consulted for sources of preferred used motor vehicle stock 3.4 List of sources and providers of motor vehicles to be purchased is compiled and documented according to workplace procedures

Foundation Skills

This section describes those language, literacy, numeracy and employment skills that are essential to performance and are not explicit in the performance criteria.

Skills	Description
Learning skills to:	locate appropriate sources of information efficiently.
Reading skills to:	interpret information from technical specifications and financial data to determine used motor vehicle requirements.
Oral communication skills to:	participate in verbal exchanges using active listening and questioning techniques to elicit knowledge and opinions about used motor vehicles from others and to confirm understanding.
Numeracy skills to:	perform mathematical operations, including addition, subtraction, multiplication and division, to calculate percentages.
Digital literacy skills to:	use digital systems and tools to access, filter, extract, organise and present information.
Planning and organising skills to:	plan own work requirements and prioritise actions to achieve required outcomes and ensure tasks are completed within workplace timeframes.
Technology skills to:	operate office technology efficiently to source and collate information relating to used motor vehicle requirements.

Range of Conditions

This section specifies work environments and conditions that may affect performance. Essential operating conditions that may be present (depending on the work situation, needs of the candidate, accessibility of the item, and local industry and regional contexts) are included. Bold italicised wording, if used in the performance criteria, is detailed below.

There is no Range of Conditions for this unit.

Unit Mapping Information

Equivalent to AURSCA3007 Determine used motor vehicle stock requirements

Links

Companion Volume implementation guides are found in VETNet -
<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=b4278d82-d487-4070-a8c4-78045ec695b1>

Assessment Requirements for AURSCA007 Determine used motor vehicle stock requirements

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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.

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