



Australian Government

AURSCA008 Wholesale used motor vehicle stock

Release: 1

AURSCA008 Wholesale used motor vehicle stock

Modification History

Release	Comment
Release 1	New unit of competency.

Application

This unit describes the performance outcomes required to research both own workplace records and retail buyer requirements in order to determine surpluses and used motor vehicle stock to sell on the wholesale market. It involves analysing data from a range of sources to inform decisions about market demand for used motor vehicle 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. Canvass dealerships regarding requirements for used motor vehicles	1.1 Retail buyers are consulted to obtain data about their requirements for used motor vehicles 1.2 Data from retail buyers is collected, collated and documented 1.3 Collected data is analysed
2. Check workplace records to determine	2.1 Workplace records and databases relating to used motor vehicle stock are accessed and information relating to surplus stock is

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stock surpluses and wholesaling options	retrieved 2.2 Data from workplace records and databases is collated, analysed and documented 2.3 Analysed workplace data is compared with established retail buyer requirements within commercially realistic timeframe 2.4 Potential surplus used motor vehicle stock to wholesale is identified based on market demand
3. Wholesale used motor vehicle stock	3.1 Potential buyers of surplus used vehicle stock are identified from existing networks and available databases 3.2 Satisfactory selling or purchase price is negotiated with potential buyers 3.3 Surplus stock is sold to buyers in compliance with legislative and statutory requirements 3.4 Workplace records are updated to reflect sale and current holding of used motor vehicle stock

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
Reading skills to:	locate appropriate sources of information efficiently.
Writing skills to:	legibly and accurately fill out workplace documentation when reporting on used motor vehicle stock.
Oral communication skills to:	convey and clarify information in verbal exchanges, using active listening and questioning to negotiate sale of surplus stock.
Numeracy skills to:	perform mathematical operations, including, addition, subtraction, multiplication and division, to determine pricing of used motor vehicle stock.
Initiative skills to:	follow up on leads and sources of additional information relating to demand and potential sale of used motor vehicle stock.

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 AURSCA3008 Wholesale used motor vehicle stock

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 AURSCA008 Wholesale used motor vehicle stock

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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:

- 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.

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