



Australian Government

Assessment Requirements for AURSCA010 Appraise and purchase used motor vehicles for sale

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:

- inspect and appraise three different used motor vehicles
- negotiate a purchase price for the above three vehicles within workplace agreed budgets.

Knowledge Evidence

Individuals must be able to demonstrate knowledge of:

- basic operating principles of motor vehicle systems and components, including types and models of vehicles
- procedures for appraising used motor vehicles, including:
 - accessing vehicle price guides
 - inspecting vehicles
 - assessing value of vehicle accessories
 - interpreting automotive industry trends in used motor vehicle supply and demand
- procedures for purchasing used motor vehicles, including:
 - communication and negotiation processes, including:
 - presenting a persuasive argument
 - collaborative negotiation techniques
 - documentation requirements relating to the purchase of used motor vehicles, including sales contracts and safety certificates
- 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 having appraised and purchased used motor vehicles for an automotive sales and service workplace, e.g. purchase documentation.

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 and documentation relating to the purchase of used motor vehicles
- three different used motor vehicles to appraise, and their owners.

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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