



Australian Government

AURSCA010 Appraise and purchase used motor vehicles for sale

Release: 1

AURSCA010 Appraise and purchase used motor vehicles for sale

Modification History

Release	Comment
Release 1	New unit of competency.

Application

This unit describes the performance outcomes required to inspect and appraise used motor vehicles against workplace criteria and pricing guides in preparation for negotiating to purchase them. It involves analysing information from a range of sources to make decisions about purchasing used motor vehicles, and negotiating and securing used motor vehicles for 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. Inspect used motor vehicle	1.1 Used motor vehicle is selected for inspection using workplace selection criteria 1.2 Vehicle is inspected and appraised according to workplace procedures 1.3 Information collected from vehicle appraisal process is matched

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.
	with information available in pricing guides
2. Value vehicle	2.1 Collected information is analysed to determine vehicle value 2.2 Requirement for vehicle is determined on the basis of any analysis of workplace records and stock requirements 2.3 Issues and concerns about the used motor vehicle are discussed with experienced team members and supervisor
3. Negotiate vehicle purchase price	3.1 Vehicle is appraised based on information collected and appraisal is discussed with owner 3.2 Satisfactory purchase price is negotiated with owner using key points identified in appraisal as negotiating points
4. Purchase vehicle and finalise purchase process	4.1 Used vehicle is purchased according to workplace budget and procedures 4.2 Purchase process and required documentation are completed according to workplace procedures and legislative and statutory requirements 4.3 Workplace records are updated to reflect vehicles purchased

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.
Oral communication skills to:	participate actively in verbal exchanges and clearly present an argument to negotiate a purchase price.
Numeracy skills to:	perform mathematical operations, including, addition, subtraction, multiplication and division, to calculate the number and price of used motor vehicles.
Technology skills to:	operate office technology efficiently to source and collate information relating to appraisals and the negotiation of used motor vehicle purchases.

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 AURSCA3010 Appraise and purchase used motor vehicles to supplement stock for sale

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 AURSCA010 Appraise and purchase used motor vehicles for sale

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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:

- 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.

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