



Australian Government

Assessment Requirements for CPPREP4171

Represent buyer in sales process

Release: 1

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Modification History

Release 1 This version first released with CPP Property Services Training Package Release 8.0.

Supersedes and is equivalent to CPPDSM4001A Act as a buyer's agent.

Updated to the Standards for Training Packages.

Performance Evidence

To demonstrate competency in this unit, a person must, on each of two separate occasions, prepare a buyer brief and complete a short list of a minimum of two suitable properties based on the buyer brief and inspect the two properties and prepare a report for the buyer.

In doing this, the person must meet the performance criteria for this unit.

Knowledge Evidence

To be competent in this unit, a person must demonstrate knowledge of:

- Commonwealth and state or territory legislation and local government regulations relevant to operating as a buyers' agent
- disclosure requirements relevant to properties, including of material facts
- ethical standards and regulatory requirements relating to recommending properties for purchase
- protocols to follow when preparing recommendation for purchase of properties
- client expectations:
 - comprehensive information about recommended properties
 - method of sale and payments
 - time frame for sales
 - contract conditions
- content and purpose of different types of listing agreements
- legislative requirements applying to listing agreements.

Assessment Conditions

Assessors must satisfy the requirements for assessors listed in the Standards for Registered Training Organisations.

Assessment must be conducted in the workplace or in a simulated workplace environment.

Assessors are responsible for ensuring that the person demonstrating competency has access to:

- buyer's agency workplace and business documentation
- sufficient documentation for a range of properties to allow for creation of purchasing recommendations
- role description and information for a person participating in role-play exercises as the client for a buyers' agent
- equipment and information required to prepare documentation.

Links

Companion volumes to this training package are available at the VETNet website - <https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=7e15fa6a-68b8-4097-b099-030a5569b1ad>