



Australian Government

Assessment Requirements for CPPREP4263 Manage buyer relationships in business broking

Release: 1

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Modification History

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

New unit of competency.

Performance Evidence

To demonstrate competency in this unit, a person must identify and assist at least 2 buyers, in two separate occasions, in the purchase of a business.

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:

- required documentation to be completed when interacting with buyers
- business structures and features that can impact sale
- legislation relating to the sale of businesses in the state or territory of operation
- legal and ethical responsibilities of real estate agents when managing buyer relationships in business broking
- methods for presenting businesses to potential buyers
- methods of buyer enquiry in business broking
- role of the real estate agent in establishing and maintaining buyer relationships for the sale of businesses
- strategies to match buyer needs and preferences to listed business
- techniques to manage conflict between buyers and vendors in business broking.

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:

- materials and equipment meeting the operational requirements for a real estate agency:
 - policies, procedures and documentation for managing buyer relationships in business broking

- legislation in the state or territory of operation relating to the sale of businesses
- equipment, communication and data access and storage technology required to develop, manage and monitor buyer relationships in business broking
- buyers for two different business listings.

Links

Companion volumes to this training package are available at the VETNet website - <https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=6f3f9672-30e8-4835-b348-205dfcf13d9b>