



UNIT SELECTIONS

AUR21105 CERTIFICATE II IN AUTOMOTIVE SALES (REPLACEMENT PARTS AND ACCESSORIES)

Eighteen units are required for this qualification. Consisting of seven core units, six compulsory sales inventory units and five electives.

Competency requires **seven** core units to be completed.

- ✓ AURC270103A Apply safe working practices
- ✓ AURC270421A Establish relations with customers
- ✓ AURC270688A Work effectively with others
- ✓ AURC270789A Communicate effectively in the workplace
- ✓ AURC272003A Apply environmental regulations and best practice in a workplace or business
- ✓ AURS241769A Sell product(s)
- ✓ BSBCMN208A Deliver a service to customers

The following **six** sales inventory units must be completed:

- ✓ AURC251677A Use numbers in the workplace
- ✓ AURS238127A Identify and select automotive parts and products
- ✓ AURS241803A Apply legal requirements relating to product sales
- ✓ BSBCMN205A Use business technology
- ✓ TDTA1197B Package goods
- ✓ WRRCA1B Operate retail equipment

Please select **five** units from the following **sales inventory** section (Please tick appropriate boxes):

- AURC261314A Contribute to quality work outcomes
- AURC270889A Communicate business information
- AURS238150A Present stock and sales area
- AURS239508A Carry out warehousing procedures
- AURS241303A Apply sales procedures
- AURS241608A Carry out cash and/or credit/funds transfer transactions
- AURS242621A Promote products and services
- AURS252290A Process customer complaints
- TDTA1297B Pick and process orders
- TDTA1397B Receive goods
- TDTA2097B Replenish stock
- WRRCS2B Apply point of sale handling procedures
- WRR11B Perform stock control procedures
- WRRLP2B Minimise theft