



UNIT SELECTIONS

AUR21105 CERTIFICATE II IN AUTOMOTIVE SALES (VEHICLE)

Eighteen units are required for this qualification. Consisting of seven core units, five compulsory sales inventory units and six 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 **five** sales inventory units must be completed:

- ✓ AURC251677A Use numbers in the workplace
- ✓ AURS238150A Present stock and sales area
- ✓ AURS241803A Apply legal requirements relating to product sales
- ✓ AURS252290A Process customer complaints
- ✓ BSBCMN205A Use business technology

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

- AURS241303A Apply sales procedures
- AURS241608A Carry out cash and/or credit/funds transfer transactions
- AURS242621A Promote products and services
- AURS338216A **Determine used motor vehicle stock requirements (level 3)***
- BSBSLS302A **Identify sales prospects (level 3)***
- BSBSLS301A **Develop product knowledge (level 3)***
- RTC2306A Operate vehicles
- WRRCA1B Operate retail equipment
- WRRCS2B Apply point of sale handling procedures
- WRR11B Perform stock control procedures
- WRRLP2B Minimise theft

***Please ensure no more than two units of competency are at a level 3**