



# AUTOMOTIVE

## AUR31016 Certificate III in Automotive Sales - Apprenticeship

### COURSE SUMMARY

This qualification reflects the role of individuals who perform sales-related tasks in the automotive service and repair sector.

### POSSIBLE CAREER OUTCOMES

Parts Interpreter  
Vehicle Salesperson  
Farm Machinery Salesperson  
Motorcycle Salesperson

### DURATION (GUIDE ONLY)

Up to 2 years

### DELIVERY METHOD

Apprenticeship

### ENTRY REQUIREMENTS

There are no prerequisites for this qualification.

You must have a training agreement with a registered employer from a relevant Industry to enrol into the apprenticeship program

### HOW TO APPLY

Call Skillinvest 1300 135 008

### FEES AND CHARGES

Refer to the Fees & Charges link on the Skillinvest website ([www.skillinvest.com.au](http://www.skillinvest.com.au))

### QUALIFICATION REQUIREMENTS

To receive this qualification you must complete 10 core units, 6 specialist elective units in one of the selected specialist groups relating to occupational streams (for this course – Parts Interpreting) plus 4 general electives.

Elective units have been chosen by Skillinvest based on feedback from industry.

*This training is delivered with Victorian and Commonwealth Government funding. Individuals with a range of abilities and backgrounds are encouraged to apply.*





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### CORE UNITS

- AURACA001 Respond to customer needs and enquiries in an automotive workplace
- AURAEA002 Follow environmental and sustainability best practice in an automotive workplace
- AURAF004 Resolve routine problems in an automotive workplace
- AURAMA004 Maintain business image in an automotive workplace
- AURASA002 Follow safe working practices in an automotive workplace
- AURSAA001 Process customer complaints in an automotive workplace
- AURSCA005 Sell automotive products and services
- AURSCA006 Promote automotive products and services
- AURSCA011 Conduct online transactions in an automotive workplace
- AURSLA001 Comply with legal requirements when selling automotive products and services

### ELECTIVE UNITS

- AURSCA001 Select and supply automotive parts and products
- AURSBA001 Carry out warehousing procedures in an automotive workplace
- AURSBA002 Identify and match uncommon automotive parts
- TLIA2012 Pick and process orders
- AURSCA003 Apply sales procedures in an automotive workplace
- BSBPRO401 Develop product knowledge
- AURAF003 Communicate effectively in an automotive workplace
- SIRRINV002 Control stock
- SIRRINV001 Receive and handle retail stock
- TLIA2013 Receive goods

\*\* Elective unit selection should be discussed with your training provider to successfully customise a package to meet industry needs

