

Specification of Competency Standards
for the Automotive Industry
Unit of Competency

Functional Area - Vehicle Servicing

Title	Provide services on value assessment and trade-in of vehicles
Code	108753L3
Range	This unit of competency is applicable in vehicle showrooms or exhibition venues. Practitioners should be able to provide customers with services on value assessment and trade-in of vehicles according to organisational guidelines.
Level	3
Credit	3 (For Reference Only)
Competency	<p>Performance Requirements</p> <p>1. Knowledge (Value assessment of vehicles)</p> <ul style="list-style-type: none"> • Master the calculation method for value assessment of vehicles, including second hand market and their prices. <p>2. Performance (Provide services on value assessment and trade-in of vehicles)</p> <ul style="list-style-type: none"> • Master vehicle trade-in transactions; capable of calculating the cost of used vehicles and understand the handling procedure, including estimation of general vehicle serving charges, interests and second-hand market. • Ascertain the legality of trade-in vehicles, such as any illegal modification or prohibition order received. • Provide services on value assessment of vehicles to customers according to organisational guidelines. • Provide customers with suggestions on value assessment and trade-in of vehicles • Handle the trade-in vehicle to the best benefit of the organisation.
Assessment Criteria	<p>The integrated outcome requirements of this unit of competency are that the practitioner being assessed shall prove that he/she is:</p> <ul style="list-style-type: none"> • Capable of evaluating vehicle values and facilitating trade-in of vehicles according to organisational guidelines; and • Capable of handling trade-in used vehicles of depreciated value.
Remark	The credits value of this unit of competency is set on the presumption that the practitioner concerned has already possessed the knowledge of vehicle servicing.