

1. Title	Sell gas appliances to commercial and industrial customers	
2. Code	EMGAMS301A	
3. Range	Sell gas appliances to commercial and industrial customers.	
4. Level	3	
5. Credits	5	
6. Competency	<p style="text-align: center;"><u>Performance Requirements</u></p> <p>6.1 Knowledge and principles of selling gas appliances to commercial and industrial customers</p> <ul style="list-style-type: none"> ◆ Understand different types of commercial and industrial gas appliances, their applications and structure ◆ Master sales techniques, understand customers' needs and recommend suitable gas appliances to them <p>6.2 Methods and procedures of selling gas appliances to commercial and industrial customers</p> <ul style="list-style-type: none"> ◆ List the noting points for using different types of commercial and industrial gas appliances ◆ Point out restrictions on the installation and use of different commercial and industrial gas appliances ◆ Point out different types of commercial and industrial gas appliances ◆ Point out the characteristics of different commercial and industrial gas appliances ◆ Point out the specifications and installation requirements for different commercial and industrial gas appliances ◆ Point out the advantages and disadvantages of different gases and other sources of energy ◆ Point out the correct use of different commercial and industrial gas appliances ◆ Point out the advantages and disadvantages of different commercial and industrial gas appliances ◆ Point out how to handle gas leakage 	

	<p>6.3 Professional knowledge and responsibilities for selling gas appliances to commercial and industrial customers</p> <ul style="list-style-type: none"> ◆ Apply all the provisions in the Gas Safety (Installation and Use) Regulations under the Gas Safety Ordinance, Cap. 51, and answer customer enquiries on the installation of commercial and industrial gas appliances ◆ Apply all the provisions in the Gas Utilisation Code of Practice GU06 on [LPG Installations for Catering Purposes in Commercial Premises], and answer customer enquiries on the installation of commercial and industrial gas appliances ◆ Apply all the provisions in the Gas Utilisation Guidance Note GU12 on [Installation of Mechanical Exhaust System for Gas Appliances], and answer customer enquiries on the installation of commercial and industrial gas appliances ◆ Apply other relevant legislations and codes of practice, and answer customer enquiries on the installation of commercial and industrial gas appliances
<p>7. Assessment Criteria</p>	<p>The integrated outcome requirements of this unit of competency are:</p> <ul style="list-style-type: none"> (i) Capable to point out the advantages and disadvantages of different commercial and industrial gas appliances, and recommend suitable ones to customers; and (ii) Capable to answer customer enquiries correctly on the use and installation of commercial and industrial gas appliances.
<p>8. Remarks</p>	<p>The credit value of this unit of competency is set on the presumption that the person already possesses the competency of EMGADE101A 【Basic knowledge of gas application】 .</p>