

Title	Demonstrate knowledge of the value of, and negotiate prices for, reusable goods		
Level	3	Credits	5

Purpose	<p>This unit standard is for people who are currently working, or who intend to work, in the resource recovery industry.</p> <p>People credited with this unit standard are able to demonstrate knowledge of factors affecting the value of reusable goods and negotiate prices for reusable goods.</p>
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Classification	Resource Recovery > Reusable Goods
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Available grade	Achieved
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Guidance Information

- 1 All work practices must comply with:
Fair Trading Act 1986;
Contract and Commercial Law Act 2017;
Secondhand Dealers and Pawnbrokers Act 2004.
- 2 For assessment against this unit standard candidates must either:
negotiate on fewer than 6 occasions in one year for goods worth less than \$2000 per item; or
be a licensed secondhand dealer; or
be authorised by the holder of a secondhand dealer's licence to enter into transactions.
- 3 Definitions
Company procedures mean the documented methods for performing work activities and includes health and safety, environmental, and quality management requirements. They may refer to manuals, codes of practice, or policy statements.
Price includes valuable consideration in any form, whether direct or indirect; and includes any consideration that in effect relates to the acquisition or supply of goods.
Reusable goods refer to discarded resources that are able to be recovered without reprocessing or remanufacture. Typically these include clothing, textiles, household items, tools, sports equipment, bric-a-brac, furniture, and exclude motor vehicles and pawned goods.

Outcomes and performance criteria

Outcome 1

Demonstrate knowledge of factors affecting the value of reusable goods.

Range two types of reusable goods.

Performance criteria

- 1.1 Product factors affecting the value of reusable goods are identified and explained in accordance with company procedures.

Range product factors may include but are not limited to – condition, completeness, packaging, potential for repair, expected useful life, accessories;
evidence relating to four factors is required.

- 1.2 Market factors affecting the value of reusable goods are identified and explained in accordance with company procedures.

Range marketing factors may include but are not limited to – availability, popularity, guarantee, historical significance, locality;
evidence relating to three factors is required.

Outcome 2

Negotiate prices for reusable goods.

Range two types of reusable goods from – mechanical, textile, furniture, demolition, garden, household, electrical, other.

Performance criteria

- 2.1 Negotiations confirm the status and quantity of reusable goods in accordance with company procedures and the Fair Trading Act 1986.

Range status includes but is not limited to – nature, characteristics, suitability for a purpose;
status may include – accessories, uses, performance characteristics.

- 2.2 Negotiations achieve an agreed price for the specified reusable goods in accordance with company procedures and the Contract and Commercial Law Act 2017.

- 2.3 Negotiation details are recorded in accordance with company procedures and the Secondhand Dealers and Pawnbrokers Act 2004.

Range dealer's record, verification, label.

Planned review date	31 December 2023
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Status information and last date for assessment for superseded versions

Process	Version	Date	Last Date for Assessment
Registration	1	25 February 2008	N/A
Rollover and Revision	2	28 March 2019	N/A

Consent and Moderation Requirements (CMR) reference	0014
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This CMR can be accessed at <http://www.nzqa.govt.nz/framework/search/index.do>.

Comments on this unit standard

Please contact MITO New Zealand Incorporated info@mito.org.nz if you wish to suggest changes to the content of this unit standard.