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| Title | Match customer's requirements for marine products with manufacturer's specifications | | |
| Level | 4 | Credits | 18 |

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| Purpose | <p>People credited with this unit standard are able to: identify customer's requirements for marine products; identify regulatory requirements; identify manufacturer's specifications; and recommend equipment.</p> <p>This unit standard is applicable to the retailers, wholesalers and importers of marine products.</p> |
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| Classification | Boating Industries > Marine Sales and Services |
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| Available grade | Achieved |
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Guidance Information

- 1 Evidence of the elements of this unit standard must be presented across the following contexts:
product classes – hardware, fastenings, surface coatings, electrical equipment, electronic equipment, gas appliances, ropes, chains, navigation equipment, consumables, non-safety clothing, fishing equipment.
Evidence is required for one example from surface coatings, electrical equipment, and navigation equipment, plus one example from three other product classes.
- 2 Regulatory requirements include but are not limited to those of – Maritime New Zealand, Yachting New Zealand, relevant class rules.
- 3 This unit standard does not cover safety and survival equipment (refer Unit 11752, *Identify marine safety and survival equipment to meet customer's and regulatory requirements*).

Outcomes and performance criteria

Outcome 1

Identify customer's requirements for marine products.

Performance criteria

1.1 Analysis of customer's requirements establishes the intended use of the products.

Range boat type and size, operating environment, existing and proposed equipment and systems associated with the intended product.

1.2 Analysis of customer's requirements establishes the customer's expected price range and expectations of product performance.

Outcome 2

Identify regulatory requirements.

Performance criteria

2.1 Relevant New Zealand and international regulations are identified for product type, boat type, boat size, and operating environment.

2.2 Regulatory requirements are identified to match intended use.

Outcome 3

Identify manufacturer's specifications.

Performance criteria

3.1 Identified manufacturer's specifications match end use and regulatory requirements.

3.2 Manufacturer's specifications are matched with customer's performance expectations.

Outcome 4

Recommend equipment.

Performance criteria

4.1 The range of products meeting minimum regulatory requirements and manufacturer's specifications is matched with customer's requirements.

4.2 Specific products are recommended on the basis of customer's expectations.

4.3 Documentation is completed to organisation and regulatory requirements.

This unit standard is expiring. Assessment against the standard must take place by the last date for assessment set out below.

Status information and last date for assessment for superseded versions

| Process | Version | Date | Last Date for Assessment |
|-----------------------|---------|-------------------|--------------------------|
| Registration | 1 | 27 August 1997 | 31 December 2020 |
| Revision | 2 | 21 March 2001 | 31 December 2020 |
| Revision | 3 | 16 April 2004 | 31 December 2020 |
| Rollover and Revision | 4 | 20 March 2009 | 31 December 2020 |
| Rollover and Revision | 5 | 31 May 2018 | 31 December 2020 |
| Review | 6 | 24 September 2020 | 31 December 2020 |

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| Consent and Moderation Requirements (CMR) reference | 0136 |
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This CMR can be accessed at <http://www.nzqa.govt.nz/framework/search/index.do>.