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| Title | Qualify and advise prospective purchasers of pleasure power boats | | |
| Level | 4 | Credits | 8 |

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| Purpose | People credited with this unit standard are able to qualify prospective purchasers of pleasure power boats, and provide information for prospective purchasers. |
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| Classification | Boating Industries > Marine Sales and Services |
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| Available grade | Achieved |
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| Prerequisites | Unit 11767, <i>Prepare descriptive reports of pleasure power boats</i> , or demonstrate equivalent knowledge and skills. |
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Guidance Information

- 1 Definition
Pleasure power boats refers to boats of up to 120 meters in length, propelled solely by inboard or outboard motors, and not used for hire or reward.
- 2 Learners undertaking assessment against this unit standard are expected to comply with the following legislation and any subsequent amendments –
 - Maritime Transport Act 1994
 - Fair Trading Act 1986 and the Consumer Guarantees Act 1993, and subsequent and delegated legislation.
- 3 Range pleasure power boats – dinghies, trailer craft, launches, motor yachts, house boats; displacement hulls and planing hulls; monohulls and multihulls.

Outcomes and performance criteria

Outcome 1

Qualify prospective purchasers of pleasure power boats.

Performance criteria

- 1.1 Discussion with prospective purchasers establishes their qualifying information.

 Range qualifying information – boat needs and preferences, power boating experience, timeframes for purchase, financial resources and capabilities, preferred price ranges.

- 1.2 Comparison of qualifying information with listing information establishes potential matches between prospective purchasers and pleasure power boats available.

Outcome 2

Provide information for prospective purchasers.

Performance criteria

- 2.1 Analysis of prospective purchasers' needs for general information relating to the purchase of pleasure power boats enables their requirements to be met.
- Range market conditions, levels and trends; price and deposit requirements; vendor finance; the roles of solicitors, lending institutions, and other professionals; GST requirements.
- 2.2 Features and benefits of boats are matched with prospective purchasers' requirements and preferences.
- 2.3 Known defects are fully disclosed in accordance with legal requirements.
- 2.4 Prospective purchasers are advised where to seek specialised professional information, and advice on required remedial action.
- Range boat survey, engine check.
- 2.5 Sea trials are recommended to all prospective purchasers.
- 2.6 Information supplied to prospective purchasers is factually accurate.
- 2.7 Meetings are documented in accordance with company requirements.
- 2.8 Additional information is obtained and communicated as agreed with prospective purchasers.

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 2022 |
| Review | 2 | 28 March 2001 | 31 December 2022 |
| Rollover | 3 | 20 March 2009 | 31 December 2022 |
| Rollover and Revision | 4 | 31 May 2018 | 31 December 2022 |
| Review | 5 | 24 September 2020 | 31 December 2022 |

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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>.