

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

Purpose	People credited with this unit standard are able to qualify prospective purchasers of pleasure sail 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 11768, <i>Prepare descriptive reports of pleasure sail boats</i> , or demonstrate equivalent knowledge and skills.
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Guidance Information

- 1 Definition
Pleasure sail boats refers to boats of up to 120 meters in length, primarily propelled by sail, although inboard or outboard auxiliary power plants can be included. They are 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
 - Consumer Guarantees Act 1993.
- 3 Range pleasure sail boats – sailing dinghies, trailer sailers, keelers; monohulls and multihulls.

Outcomes and performance criteria

Outcome 1

Qualify prospective purchasers of pleasure sail boats.

Performance criteria

- 1.1 Discussion with prospective purchasers establishes their qualifying information.

 Range qualifying information – boat needs and preferences, sailing 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 sail 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 sail 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 problems are communicated as declared on the boat listing.
- 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

Consent and Moderation Requirements (CMR) reference

0136

This CMR can be accessed at <http://www.nzqa.govt.nz/framework/search/index.do>.