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|--------------|--|----------------|-----------|
| <b>Title</b> | <b>Qualify and advise prospective purchasers of charter boats and commercial boats</b> |                |           |
| <b>Level</b> | <b>4</b>   | <b>Credits</b> | <b>10</b> |

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| <b>Purpose</b> | People credited with this unit standard are able to: qualify prospective purchasers of charter boats and commercial boats, and provide information for prospective purchasers. |
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| <b>Classification</b> | Boating Industries > Marine Sales and Services |
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| <b>Available grade</b> | Achieved |
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| <b>Prerequisites</b> | Unit 11769, <i>Prepare descriptive reports of charter boats and commercial boats</i> , or demonstrate equivalent knowledge and skills. |
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## Guidance Information

- 1 Definition  
*Charter and commercial boats* refers to boats of up to 120 meters in length, propelled by sail and/or power plant, that are operated for hire and reward and are therefore required to be surveyed to Marine New Zealand standards. Charter boats are hired for direct operation by the charterer. Commercial boats may be used by the operator in order to provide a service. Examples of commercial operations are passenger service, goods service, tugs, fishing vessels, and barges.
- 2 Evidence of two commercial boats and two charter boats is required.
- 3 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.

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## Outcomes and performance criteria

### Outcome 1

Qualify prospective purchasers of charter boats and commercial boats.

**Performance criteria**

- 1.1 Discussion with prospective purchasers establishes their qualifying information.
- Range        qualifying information – boat needs and preferences, commercial objectives, intended commercial use, time-frames for purchase, financial resources and capabilities, and preferred price ranges.
- 1.2 Comparison of qualifying information with listing information establishes potential matches between prospective purchasers and charter and commercial 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 charter and commercial 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 Prospective purchasers are advised of their obligations for the boat to be surveyed for intended commercial use and are directed to the Marine New Zealand for definitive advice.
- 2.7 Information supplied to prospective purchasers is factually accurate.
- 2.8 Meetings are documented in accordance with company requirements.
- 2.9 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 and Revision | 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>.