

<b>Title</b>	<b>Execute the sale of boats</b>		
<b>Level</b>	<b>5</b>	<b>Credits</b>	<b>14</b>

<b>Purpose</b>	People credited with this unit standard are able to: negotiate boat sale and purchase agreements; arrange surveys and negotiate addenda to sale and purchase agreements; organise and conduct sea trials and demonstrations; satisfy the special conditions of sales; and facilitate the completion of sale and purchase agreements.
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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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### Guidance Information

- 1 Recommended for entry: Unit 11765, *Explain principles of law and ethics applying to boat brokerage and the sale of boats on behalf of owners.*
- 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 boats – new and used; pleasure power, pleasure sail, charter, and commercial.

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### Outcomes and performance criteria

#### Outcome 1

Negotiate boat sale and purchase agreements.

#### Performance criteria

- 1.1 Negotiation between vendor and purchaser establishes an agreed sale price, and the terms and conditions of sale.
 

Range terms and conditions – boat survey, engine check, sea trial, vendor finance, trade, prior sale of other property.
- 1.2 Communication of the sale and purchase agreement is verified to ensure that its contents have been understood by all parties.

- 1.3 The sale and purchase agreement is fully and accurately documented on a current standardised listing form, and signed by all parties.
- 1.4 Copies of the sale and purchase agreement are issued to all parties, with one copy being retained by the broker.

## **Outcome 2**

Arrange surveys and negotiate addenda to sale and purchase agreements.

Range surveys – boat surveys, systems surveys, engine checks.

### **Performance criteria**

- 2.1 Surveys are arranged in liaison with all parties as required by terms of the sale and purchase agreement.
- 2.2 Negotiation of addenda to the sale and purchase agreement resolves issues arising from surveys.

## **Outcome 3**

Organise and conduct sea trials and demonstrations.

### **Performance criteria**

- 3.1 Sea trials are arranged in liaison with all parties as required by terms of the sale and purchase agreement.
- 3.2 Boat is confirmed as being fully operational, seaworthy, and equipped with sufficient safety equipment and fuel for sea trials and demonstrations to be carried out safely.
- 3.3 Preparations for sea trials and demonstrations meet contractual requirements, and regulatory requirements.  
  
Range preparations – owner's permission to take boat to sea, confirmation of insurance cover, and receiving instruction in the operation of boat and its systems.
- 3.4 Boats, and all boat systems, are operated in accordance with manufacturer's instructions and recommendations.
- 3.5 Boat features and benefits are demonstrated in a manner likely to satisfy the parties' needs and requirements.
- 3.6 Any known defects are fully disclosed in accordance with legal requirements.
- 3.7 Sea trials and demonstrations are managed in accordance with contractual requirements, and regulatory requirements.

- 3.8 Negotiation of addenda to the sale and purchase agreement resolves issues arising from sea trials and demonstrations.

#### Outcome 4

Satisfy the special conditions of sales.

#### Performance criteria

- 4.1 Special conditions arising from sea trials, demonstrations, boat surveys, and engine surveys are signed off by relevant parties as required by the sale and purchase agreement.
- 4.2 All special conditions are executed within the time constraints included in the sale and purchase agreement.

#### Outcome 5

Facilitate the completion of sale and purchase agreements.

#### Performance criteria

- 5.1 Facilitation of parties to the agreement ensures that individual obligations necessary to complete the sale and purchase are acknowledged and accepted.
- 5.2 Breaches of the agreement are handled in accordance with standard company procedures, the terms of the sale and purchase agreement, and the relevant law.

**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
Revision	2	9 October 1998	31 December 2022
Review	3	28 March 2001	31 December 2022
Rollover and Revision	4	20 March 2009	31 December 2022
Rollover and Revision	5	31 May 2018	31 December 2022
Review	6	24 September 2020	31 December 2022

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