

<b>Title</b>	<b>Demonstrate knowledge of selling boats by auction</b>		
<b>Level</b>	<b>3</b>	<b>Credits</b>	<b>3</b>

<b>Purpose</b>	<p>People credited with this unit standard are able to: describe the auction process for the sale of boats; explain the process for assisting at auctions; and explain the requirements for completing post-auction activities.</p> <p>This unit standard is applicable to the brokerage and sale of pleasure power boats, pleasure sail boats, charter boats, and commercial boats. This unit standard does not cover the process of conducting auctions.</p>
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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 11765, <i>Explain principles of law and ethics applying to boat brokerage and the sale of boats on behalf of owners</i> , or demonstrate equivalent knowledge and skills.
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**Guidance Information**

Reference  
Fair Trading Act 1986, and any subsequent amendments.

**Outcomes and performance criteria**

**Outcome 1**

Describe the auction process for the sale of boats.

**Performance criteria**

- 1.1 The process for selecting auctioneers is described in terms of qualifications and experience at auctioning the types of boat concerned.
- 1.2 The procedure for negotiating the terms and conditions of the sale are described in terms of the requirements of the company, vendor, and auctioneers.

Range terms and conditions – reserve price, deposit requirements, negotiation with next highest bidder, sale prior to auction, status of goods.

- 1.3 The selection of the timing and location of the auction is explained in terms of attracting the attendance of the target market.
- 1.4 The process for physically locating and preparing boats is described in terms of achieving visual impact, accessibility for viewing and agreement with the vendor.
- 1.5 The procedure for producing and placing advertisements and notices of auction are described in terms of achieving desired coverage and agreement with the vendor.
- Range description of goods, location of goods, inspection opportunities.

## Outcome 2

Explain the process for assisting at auctions.

### Performance criteria

- 2.1 The process for locating boats at the auction venue is described in terms of achieving required location at agreed times.
- 2.2 The duties of an auctioneer's assistant are described in terms of provision of technical information and identification of specific boats.

## Outcome 3

Explain the requirements for completing post-auction activities.

### Performance criteria

- 3.1 The process for negotiations between vendors and unsuccessful bidders is described in terms of the auction's requirements.
- 3.2 The process for completing the sale of the boat is described in accordance with the terms and conditions of the auction.
- 3.3 The process for transporting boats from the auction site is described in accordance with the terms and conditions of the auction.

<b>Replacement information</b>	This unit standard replaced unit standard 12062.
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<b>Planned review date</b>	31 December 2020
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**Status information and last date for assessment for superseded versions**

Process	Version	Date	Last Date for Assessment
Registration	1	28 March 2001	N/A
Rollover	2	20 March 2009	N/A
Rollover and Revision	3	31 May 2018	N/A

**Consent and Moderation Requirements (CMR) reference**

0136

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

**Comments on this unit standard**

Please contact the NZ Marine and Composites ITO [training@nzmarine.com](mailto:training@nzmarine.com) if you wish to suggest changes to the content of this unit standard.