

Title	Demonstrate knowledge of legislation relevant to motor vehicle sales		
Level	4	Credits	6

Purpose	People credited with this unit standard are able to demonstrate knowledge of the legal requirements relevant to motor vehicle sales, and the Personal Property Securities Register.
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Classification	Motor Industry > Automotive Sales
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Available grade	Achieved
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Guidance Information

- 1 Evidence presented for assessment against this unit standard must be consistent with safe working practices and be in accordance with applicable service information, and company requirements and legislative requirements. This includes the knowledge and use of suitable tools and equipment.
- 2 Performance of the outcomes of this unit standard must comply with the following:
 Commerce Act 1986;
 Consumer Guarantees Act 1993;
 Contract and Commercial Law Act 2017;
 Credit Contracts and Consumer Finance Act 2003;
 Fair Trading Act 1986;
 Health and Safety at Work Act 2015;
 Land Transport Act 1998;
 Motor Vehicle Sales Act 2003;
 Personal Property Securities Act 1999;
 Land Transport (Motor Vehicle Registration and Licensing) Regulations 2011.
- 3 Any new, amended or replacement Acts, regulations, standards, codes of practice, guidelines, or authority requirements or conditions affecting this unit standard will take precedence for assessment purposes, pending review of this unit standard.
- 4 Definitions
Company requirements refer to instructions to staff on policy and procedures that are available in the workplace. These requirements may include – company policies and procedures, work instructions, product quality specifications and legislative requirements.
Service information refers to technical information for a vehicle, machine, or product detailing operation; installation and servicing procedures; manufacturer instructions; technical terms and descriptions; and detailed illustrations.
Suitable tools and equipment refer to industry approved tools and equipment that are recognised within the industry as being the most suited to complete the task in a professional and competent manner with due regard to safe working practices.

Outcomes and performance criteria

Outcome 1

Demonstrate knowledge of the legal requirements relevant to motor vehicle sales.

Performance criteria

- 1.1 The intention and the main provisions of the Motor Vehicle Sales Act 2003 (MVSA) are identified.
- Range includes but is not limited to – registration requirements, offences under the Act, enforcement under the Act; Motor Vehicle Disputes Tribunal; Auctioneers, Car Market operators.
- 1.2 The requirements for sales documentation are identified in accordance with the legislation relevant to type of sale.
- 1.3 Guarantees and warranties for new and used motor vehicle sales are defined in accordance with the MVSA, Consumer Guarantees Act, Fair Trading Act, and vehicle manufacturer's stated warranty provisions.
- 1.4 The requirements for finance contracts are identified in accordance with the Credit Contracts and Consumer Finance Act, and the Fair Trading Act.
- 1.5 Written information required to be displayed on a Supplier Information Notice is identified.
- Range vehicle details, consumer rights.
- 1.6 All offences and their penalties under the MVSA, Part 4 – Enforcement, are identified.
- Range infringement offences, specified offences.

Outcome 2

Demonstrate knowledge of the Personal Property Securities Register.

Performance criteria

- 2.1 The importance of carrying out Register checks in order to enable secure transactions during the buying and selling process is explained.
- 2.2 The circumstances when more than one check is necessary during the buying and selling process are identified.
- 2.3 The meaning of 'security interest' under the Personal Property Securities Act is defined.

Planned review date	31 December 2025
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Status information and last date for assessment for superseded versions

Process	Version	Date	Last Date for Assessment
Registration	1	1 October 1993	31 December 2022
Review	2	4 October 1996	31 December 2022
Review	3	30 August 1999	31 December 2022
Review	4	25 June 2007	31 December 2022
Review	5	29 April 2021	N/A

Consent and Moderation Requirements (CMR) reference	0014
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This CMR can be accessed at <http://www.nzqa.govt.nz/framework/search/index.do>.

Comments on this unit standard

Please contact MITO New Zealand Incorporated info@mito.org.nz if you wish to suggest changes to the content of this unit standard.