

**Specification of Competency Standards**  
**for the Automotive Industry**  
**Unit of Competency**

Functional Area - Vehicle Servicing

Title	Provide services on value assessment and trade-in of vehicles
Code	108753L3
Range	This unit of competency is applicable in vehicle showrooms or exhibition venues. Practitioners should be able to provide customers with services on value assessment and trade-in of vehicles according to organisational guidelines.
Level	3
Credit	3 (For Reference Only)
Competency	<p>Performance Requirements</p> <p>1. Knowledge (Value assessment of vehicles)</p> <ul style="list-style-type: none"> <li>• Master the calculation method for value assessment of vehicles, including second hand market and their prices.</li> </ul> <p>2. Performance (Provide services on value assessment and trade-in of vehicles)</p> <ul style="list-style-type: none"> <li>• Master vehicle trade-in transactions; capable of calculating the cost of used vehicles and understand the handling procedure, including estimation of general vehicle serving charges, interests and second-hand market.</li> <li>• Ascertain the legality of trade-in vehicles, such as any illegal modification or prohibition order received.</li> <li>• Provide services on value assessment of vehicles to customers according to organisational guidelines.</li> <li>• Provide customers with suggestions on value assessment and trade-in of vehicles</li> <li>• Handle the trade-in vehicle to the best benefit of the organisation.</li> </ul>
Assessment Criteria	<p>The integrated outcome requirements of this unit of competency are that the practitioner being assessed shall prove that he/she is:</p> <ul style="list-style-type: none"> <li>• Capable of evaluating vehicle values and facilitating trade-in of vehicles according to organisational guidelines; and</li> <li>• Capable of handling trade-in used vehicles of depreciated value.</li> </ul>
Remark	The credits value of this unit of competency is set on the presumption that the practitioner concerned has already possessed the knowledge of vehicle servicing.