Qualification code	**AUR401XX**
Qualification title	**Certificate IV in Automotive Management**
Qualification description	A description of the qualification outcomes.
	Any licensing, legislative, regulatory or certification considerations. Where none exist insert: This qualification reflects the role of individuals who perform management roles in an automotive retail, service and repair environment.
	No licensing, legislative or certification requirements apply to this qualification at the time of publication.
Entry requirements	This qualification may be accessed by direct entry.
Packaging Rules	**Total number of units = 10** **6** core units, plus **4** elective units, of which: • up to **4** units may be chosen from the Elective Units listed below • up to **2** units may be chosen from a Certificate III qualification or above in this Training Package or another endorsed Training Package or accredited course, provided that the units chosen contribute to the vocational outcome of this qualification and do not duplicate the outcome of another unit chosen for the qualification. **CORE UNIT CODES AND TITLES** • AURACA103 - Build customer relations in an automotive workplace • AURAEA004 - Manage environmental and sustainability best practice in an automotive workplace • AURAMA004 - Maintain business image in an automotive workplace • AURAMA005 - Manage complex customer issues in an automotive workplace • BSBLDR414 - Lead team effectiveness • BSBWHS411 - Implement and monitor WHS policies, procedures and programs **ELECTIVE UNIT CODES AND TITLES** • AURAAA002 - Determine retail rates for automotive products and services • AURAKA002 - Adapt work processes to new technologies in an automotive workplace

	- AURALA001 - Comply with legal aspects of a service and repair contract in an automotive workplace - AURAMA003 - Conduct information sessions in an automotive workplace - AURAQA003 - Maintain quality processes in an automotive workplace - AURATA005 - Estimate and quote automotive mechanical and electrical repairs - BSBLDR413 - Lead effective workplace relationships - BSBESB407 - Manage finances for new business ventures - BSBPEF402 - Develop personal work priorities - BSBTEC403 Apply digital solutions to work processes - FNSASIC312 - Provide personal advice on non-relevant financial products - TAEDEL414 - Mentor in the workplace
Qualification mapping information	No equivalent qualification. Supersedes and is not equivalent to *AUR40116 Certificate IV in Automotive Management.*
Links	Companion Volume Implementation Guide is found on VETNet - https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=b4278d82-d487-4070-a8c4-78045ec695b1

Modification History

Release	Comment
Release 1	This version was first released with AUR Automotive Retail, Service and Repair Training Package Version XX to incorporate updates to superseded core and elective units.