

# Level 2 Apprenticeship Framework Vehicle Sales

**Framework No. 76 Issue 02: 06/17**

The content of this framework has been agreed between the Department for the Economy & The Institute of the Motor Industry (IMI). This is the only Level 2 training in this skill acceptable for the receipt of ApprenticeshipsNI funding.

## 1.0 GENERAL

**This framework specifies the standards and the criteria for the delivery of a Level 2 Apprenticeship framework to achieve qualified status within the Automotive Retail Industry. Successful completion of the framework will lead to the award of a Competency based (VCQ) and a Knowledge and Skills based (VRQ) qualification at Level 2, Essential Skills Certificate(s) and recognition as a qualified individual within the Automotive Retail Industry.**

## 2.0 PROVISION CONTENT

The Provision shall comprise of three/four main elements to be delivered in an integrated manner, not isolated subjects. Achievement of the Competency based (VCQ) and Knowledge and Skills based (VRQ) qualification at Level 2 will be demonstrated by possession of Awarding Organisation certificates.

The route available within this Apprenticeship is listed below:

### Route 1 – Vehicle Sales

Competency Based (VCQ) Qualifications		Knowledge and Skills Based (VRQ) Qualifications
IMIAL Level 2 Diploma in Vehicle Sales - 600/0265/7	<b>AND</b>	IMIAL Level 2 Diploma in Vehicle Sales Principles - 600/0125/2
<b>OR</b>		<b>OR</b>
Edexcel Level 2 Diploma in Vehicle Sales Competence - 600/3554/7		Edexcel BTEC Level 2 Diploma in Vehicle Sales Principles - 600/3551/1
<b>OR</b>		<b>OR</b>
City & Guilds Level 2 Diploma In Vehicle Sales Competence - 601/4682/5		City & Guilds Level 2 Diploma In Vehicle Sales Principles - 601/4683/7

## 3.0 MANDATORY ESSENTIAL SKILLS (Level 1)

Essential Skills:

Application of Number - Level 1

Communication - Level 1

Information and Communication Technology - Level 1

## 4.0 RELATED KNOWLEDGE

All routes must include mandatory induction. Employee Rights and Responsibilities must be covered and explained during the induction period.

## 5.0 RESPONSIBILITIES

It is the responsibility of the supplier to ensure that the requirements of this framework are delivered in accordance with ApprenticeshipsNI Operational Guidelines.

### **The Participant must be employed from day one**

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Further information may be obtained from  
either organisation

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