

Level 3 Apprenticeship Framework

Vehicle Sales

Framework No. 361 Issue 5: 06/17

The content of this framework has been agreed between the Department for the Economy and The Institute of the Motor Industry (IMI). This is the only Level 3 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 3 Apprenticeship framework to achieve qualified status within the Automotive Retail Industry. Successful completion of the framework will lead to the award of a VCQ Qualification at Level 3, a VRQ qualification at Level 3, essential Skills Certificate(s) and recognition as a qualified person within the industry sector.

2.0 PROVISION CONTENT

The Provision shall comprise of four main elements to be delivered in an integrated manner, not isolated subjects. Achievement of the VCQ qualification at Level 3 and the relevant VRQ qualification at Level 3 will be demonstrated by possession of Awarding Organisation certificates. The route available is listed below:

Route – Vehicle Sales

Competency Based Qualification		Knowledge and Skills Based Qualification
IMIAL Level 3 Diploma in Vehicle Sales - 600/0316/9	AND	IMIAL Level 3 Diploma in Vehicle Sales Principles - 600/0176/8
OR		OR
Pearson Edexcel Level 3 Diploma in Vehicle Sales Competence - 600/3556/0		Pearson Edexcel BTEC Level 3 Diploma in Vehicle Sales Principles - 600/3581/X
OR		OR
City & Guilds Level 3 Diploma In Vehicle Sales Competence - 601/4685/0		City & Guilds Level 3 Diploma In Vehicle Sales Principles - 601/4687/4

3.0 MANDATORY ESSENTIAL SKILLS

Essential Skills: Application of Number – Level 2
Communication – Level 2
Information and Communication Technology – Level 1

4.0 RELATED KNOWLEDGE

The route 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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