

02 July 2014

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1 Giltspur Street  
London  
EC1A 9DD  
T +44 (0)20 7294 2468  
F +44 (0)20 7294 400  
www.cityandguilds.com

## 600/1200/6 Level 3 Diploma in Vehicle Parts Principles

### OVERVIEW

- What does this qualification cover?

This qualification covers the knowledge and skills required to promote, sell and deliver automotive parts to motor trade customers.

Duties may vary from employer to employer but will typically include:

- Achieving sales targets
- Advising customers on required parts
- Establishing and maintaining customer relationships
- Delivering orders to customers.

Other non-technical but essential skills also include:

- Excellent communication skills
- The ability to build and maintain relationships
- A good technical knowledge
- The ability to work on your own initiative and as part of a team
- Strong organisational skills
- Self-motivation.

This is a Framework qualification.

- Who could take this qualification?

Although some learners may already have had some exposure to the motor vehicle industry via previous training, such as the Level 2 Diploma in Vehicle Parts Principles (600/1199/3), or some practical experience, it is not necessary to hold any previous qualifications or being in a current work placement.

Learners will usually take this qualification at a college where they will have access to facilities, equipment and tools that will allow them to gain the skills and knowledge required to progress into further education and training or an intermediate level apprenticeship.

#### WHAT COULD THIS QUALIFICATION LEAD TO?

Candidates who are successful will have the following progression opportunities available:

- Further training: learners who enjoy leading teams of people at work could move onto a qualification as a Team Leader or Supervisor such as qualifications at Levels 2, 3 and 4 through the Institute of Leadership and Management (ILM).
- Into employment – by taking up either a Level 3 Advanced Apprenticeship in Vehicle Parts to become a Parts Sales Representative.
- In addition, they could also set up their own business.

#### WHO SUPPORTS THIS QUALIFICATION?

The following providers support this qualification as it allows learners to work to their own ability and show progression to the next level within the industry nationally:

- City College – Brighton and Hove
- Doncaster College
- Paragon
- SWP Training.