

‘WHO AM I?’ GAME

Title	Who am I?	
Aims	For learners to understand the variety of opportunities available within the retails automotive sector.	
Outcome	For each learner to be able to choose the right career based on individual skills, interests and desires.	
Resources	Profile card for each learner	
Time required	40mins	
Introduction	5mins	Introduce sessions and outline what learners will go away with. Ask learners to identify ground rules for the session.
Activity 1	20mins	<ul style="list-style-type: none"> • Divide the room into groups of 3 or 4 • Hand out the profiles 1 for each student • The groups then take it in turns to ask each other questions that can only be with a yes or no answer.
Activity 2	10mins	<ul style="list-style-type: none"> • Students need to look at the job roles and listen to the short 4 min video of the person taking about their job role www.autoity.org.uk/world-of-work • Take the Find my Dream Job quiz on Autocity to see what career may suit them www.autoity.org.uk/world-of-work
Conclusion	5mins	Group discussion on what they have found out or learnt about the different career options. Ask learners if they have any questions and check their understanding.

Profile 1

Role	Master Technician
Sub Sector	Motorcycle
What I do in my working day	<p>Motorcycle master technicians are responsible for diagnosing and resolving the most challenging and time-sensitive problems.</p> <p>Duties may vary slightly from employer to employer but tend to include:</p> <ul style="list-style-type: none"> • Examining bikes to determine malfunctions using appropriate automotive technology and diagnostic equipment • Assisting other technicians in developing their skills and competencies by providing technical support and coaching • Liaison with customers • Testing and adjusting repaired systems to manufacturers' standards • Developing investigative strategies • Disseminating technical information • Providing technical support to manufacturers' technical departments
Skills	<p>As a master technician you will need to demonstrate:</p> <ul style="list-style-type: none"> • Excellent practical skills • The ability to work quickly with attention to detail • The ability to work without supervision and guide other team members • Excellent communication skills • The ability to write technical reports • A reasonable level of fitness and normal colour vision • A high level of technical knowledge and skills • Good time management • Good leadership skills • An ability to solve problems • Good liaison skills (resolving technical issues with technical departments)
<p>http://www.autocity.org.uk/world-of-work?job=106#tab2</p>	

Profile 2

Role	Sales Manager
Sub Sector	Independent Garage
What I do in my working day	<p>Vehicle sales managers are responsible for organising a team of sales people and devising strategies for the team to use to maximise sales and customer loyalty.</p> <p>Duties may vary from employer to employer but they will commonly include:</p> <ul style="list-style-type: none"> • Recruiting and training a team of sales representatives • Devising a marketing plan and setting sales targets for the team • Monitoring the work of the team and encouraging them to meet their set targets • Advising the team on any problems identified and keeping them motivated • Setting up incentives and bonus schemes • Compiling and analysing sales figures • Collecting customer feedback and compiling market research information • Organising sales conferences to introduce new products to the sales advisor
Skills	<p>As a sales manager you will need to demonstrate:</p> <ul style="list-style-type: none"> • Excellent communication skills both written and verbal • Good organisational skills • The ability to work calmly under pressure and prioritise workloads • The ability to lead a team • Enthusiasm, ambition and self-motivation • A good understanding of accounts and report writing
http://www.autocity.org.uk/world-of-work?job=60#tab2	

Profile 3

Role	Glazing Technician
Sub Sector	Mobile / Specialist
What I do in my working day	<p>Glazing technicians are also known as windscreen technicians: they replace and repair windscreens as well as rear and side windows. They may work on a variety of vehicles and are usually mobile though you may find them at garages or specialist centres.</p> <p>Their work typically involves:</p> <ul style="list-style-type: none"> • Removing moulds and trims from around the windows • Disconnecting any electrical components • Removing damaged glass • Selecting the right sized windscreen to be fitted • Replacing the glass according to the vehicle manufacturing specifications • Refitting the removed components
Skills	<p>As a glazing technician you will need to express:</p> <ul style="list-style-type: none"> • A good general knowledge of motor vehicles • The ability to follow written instructions • The ability to work under minimal supervision • Good communication skills
http://www.autocity.org.uk/world-of-work?job=89#tab2	

Profile 4

Role	Fleet controller
Sub Sector	Vehicle renting / leasing
What I do in my working day	<p>Fleet controllers are responsible for the strategic planning and distribution of fleet operations to maximise fleet availability.</p> <p>Duties may include:</p> <ul style="list-style-type: none"> • Ensuring sufficient time has been allocated for maintenance of the vehicles to maintain safety and quality standards • Communicating fleet availability • Maintaining inventories of all used vehicles • Dealing with fleet related queries • Contacting area dealers to obtain bids for new vehicles • Ensuring the security of the fleet when vehicles are not in use
Skills	<p>As a fleet controller you will need to demonstrate:</p> <ul style="list-style-type: none"> • Strong communication skills • The ability to maintain good working relationships • The ability to remain calm under pressure • Self-motivation • Good team working skills
http://www.autocity.org.uk/world-of-work?job=78#tab2	