



AUTOMOBILE BROKERAGE DEPARTMENT KIPB TRAINING PROGRAM

LEVELS OF TRAINING:

1. Introduction and foundation level of Automobile Brokerage.
2. Advanced level in Automobile Brokerage.
3. Specialization level in Automobile Brokerage.

1. Curriculum of introduction and foundation training in Automobile Brokerage

No	Modules	Period to be covered
1	Introduction to Automobile Brokerage	5 days
2	Understanding the Automotive Market	7 days
3	Vehicle Basics and Specification	7 days
4	Customer Service and Communication	5 days
5	Introduction to Sales and Techniques	5 days
5	Assignments and Exam	8 days
Total		37 days



2. Curriculum of advanced level in Automobile Brokerage

No	Modules	Period to be covered
1	Market analysis and Research	5 days
2	Advanced vehicle Selection and Inspection	7 days
3	Advanced Sales and Negotiation Technique	7 days
4	Custom Relationship Management	5 days
6	Assignments and project plan	7 days
Total		31 days

3. Curriculum of specialization level in Automobile Brokerage

No	Modules	Period to be covered
1	Luxury and High-Value Vehicles brokerage technics	5 days
2	Fleet and Commercial Vehicle Brokerage techniques	5 days
3	Digital Marketing and Online Presence	4 days
4	Advanced Market Strategies	4 days
5	Professional Development and Entrepreneurship	5 days
6	Taxes and assessments	4 days
7	Assignments and project plan	7 days
Total		34 days