|  |  |
| --- | --- |
| FBPSSxxxx | Cellar Door Sales Skill Set |

Modification History

| Release | Comments |
| --- | --- |
| Release 1 | This version released with FBP Food, Beverage and Pharmaceuticals Training Package version 2.0. |

|  |
| --- |
| Description  This skill set addresses the entry level skills required by individuals working in cellar door sales within the wine industry . |
| Pathways Information  These units provide credit towards FBP2XX18 Certificate II in Wine Industry Operations and FBP3XX18 Certificate III in Wine Industry Operations. |
| Licensing/Regulatory Information  No occupational licensing or regulatory requirements apply to this skill set at the time of publication. |
| Skill Set Requirements   * FBPCDS2XXX Conduct sensory evaluation of wine * FBPCDS2XXX Sell cellar door products and services * FBPCDS2XXX Conduct a standard product tasting * SITHFAB002 Provide responsible service of alcohol * SITXCCS003 Interact with customers |
| Target Group  This skill set is for individuals that are new to cellar door sales and need to obtain skills and knowledge to perform effectively in a sales role. |
| Suggested words for Statement of Attainment  These competencies from the Food, Beverage and Pharmaceuticals Training Package meet the industry requirements for new workers in cellar door sales within the wine industry. |