

Modification history

Release	Comments
Release 1	This version released with SFI Seafood Industry Training Package Version 1.0.

SFISAD401	Buy seafood product
Application	<p>This unit of competency describes the skills and knowledge to deal with seafood suppliers and buy product that meets food and trade regulations at a competitive price. It includes the ability to apply seafood product and market knowledge when communicating with suppliers, confirm product quality before buying and maintain records of communications and transactions.</p> <p>This unit applies to individuals who identify and buy seafood product for customers from the most appropriate Australian suppliers, either through auction, direct purchase from fisher, cooperative or farm, or through an agent or wholesaler.</p> <p>All work must be carried out to comply with workplace procedures, according to state/territory health and safety, food safety and environmental regulations, legislation and standards that apply to the workplace.</p> <p>No occupational licensing, legislative or certification requirements apply to this unit at the time of publication. Error! Use the Home tab to apply AFSA AR Code to the text that you want to appear here.</p>
Prerequisite Unit	Nil
Unit Sector	Seafood Industry Sales and Distribution (SAD)

Elements	Performance Criteria
<i>Elements describe the essential outcomes.</i>	<i>Performance criteria describe the performance needed to demonstrate achievement of the element.</i>
1. Communicate with suppliers	1.1 Establish, maintain and conduct effective business communication with suppliers in a professional, courteous manner 1.2 Apply current product and market knowledge in all communications with suppliers
2. Buy product	2.1 Identify product type and volume to be purchased and select the most appropriate supplier and negotiate price 2.2 Confirm product quality before purchase to ensure that it meets the standards and specifications of the workplace food safety and quality assurance requirements 2.3 Maintain product identification from point and time of purchase to ensure workplace procedures for product recall can be effected
3. Maintain records	3.1 Maintain records of all communications with supplier according to workplace requirements 3.2 Establish, store and file records of transactions and product inspections according to customer requirements

Foundation Skills	
<i>This section describes those language, literacy, numeracy and employment skills that are essential for performance in this unit of competency but are not explicit in the performance criteria.</i>	
Skill	Description
Numeracy	<ul style="list-style-type: none"> Calculate gross margins, percentage mark-ups and discounts Manipulate buying and selling margins to maintain profit margins
Reading	<ul style="list-style-type: none"> Interpret information on market research through industry magazines and internet,
Writing	<ul style="list-style-type: none"> Correspond in writing Complete complex forms and records of communication, transactions and inspections
Navigate the world of work	<ul style="list-style-type: none"> Work independently and collectively within broad parameters
Interact with others	<ul style="list-style-type: none"> Select and use appropriate vocabulary, conventions and protocols, including technical language, in a broad range of interactions with suppliers Adapt communication style and content, including personal, social and cultural factors, to build rapport with suppliers and negotiate competitive prices and quality product
Get the work done	<ul style="list-style-type: none"> Manage risks around the safe purchase of seafood product Use a computer for managing communications, records and transactions

Unit Mapping Information			
Code and title current version	Code and title previous version	Comments	Equivalence status
SFISAD401 Buy seafood product	SFIDIST401C Buy seafood product	Updated to meet Standards for Training Packages	Equivalent unit

Links	Companion Volumes, including Implementation Guides, are available at VETNet: https://vetnet.education.gov.au/Pages/TrainingDocs.aspx?q=e31d8c6b-1608-4d77-9f71-9ee749456273
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TITLE	Assessment requirements for SFISAD401 Buy seafood product
Performance Evidence	
<p>An individual demonstrating competency must satisfy all the elements and performance criteria of this unit. There must be evidence that the individual has identified and brought seafood product from an Australian supplier on at least one occasion including:</p> <ul style="list-style-type: none"> • communicating effectively with suppliers • applying product and market knowledge when dealing with suppliers • buying seafood that meets the needs of the customer for species, specifications and time of delivery, as well as meeting food safety and other trading requirements, and at a price that is competitive for the business • using effective negotiation to establish price • recording communication, transaction and inspection information • maintaining product identification. 	
Knowledge Evidence	
<p>An individual must be able to demonstrate the knowledge required to perform the tasks outlined in the elements and performance criteria of this unit. This includes knowledge of:</p> <ul style="list-style-type: none"> • Australian seafood suppliers • buying systems used by suppliers • legislative requirements associated with purchasing, sales, storage and movement of seafood • techniques used in business to: <ul style="list-style-type: none"> • establish and maintain networks • negotiate supply arrangements and seafood prices • maintain records of supplier communications and transactions • market knowledge for the species, such as seasonal demand for species, prices and supply conditions • product knowledge including species recognition, quality, potential food safety hazards and specifications. 	
Assessment Conditions	
<p>Assessment of this unit of competency must take place under the following conditions:</p> <ul style="list-style-type: none"> • physical conditions: <ul style="list-style-type: none"> • skills must be demonstrated in a direct or auction seafood supply setting or an environment that accurately represents workplace conditions • resources, equipment and materials: <ul style="list-style-type: none"> • industry member directories • product to be inspected and sold • product specifications • recording systems • specifications: <ul style="list-style-type: none"> • customer's requirements • workplace procedures for buying seafood product from Australian suppliers, including advice on meeting food safety and quality assurance requirements • relationships: <ul style="list-style-type: none"> • interactions with suppliers <p>Assessors of this unit must satisfy the requirements for assessors in applicable vocational education and training legislation, frameworks and/or standards.</p>	
Links	Companion Volumes, including Implementation Guides, are available at VETNet: https://vetnet.education.gov.au/Pages/TrainingDocs.aspx?q=e31d8c6b-1608-4d77-9f71-9ee749456273