Modification History

| Release | Comments |
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| Release 1 | This version released with FBP Food, Beverage and Pharmaceutical Training Package version 1.0. |

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| FBP30617 | Certificate III in Food Processing (Sales) |
| Qualification Description  This qualification covers the sales specialisations within the food processing industry and targets those workers that provide sales advice and services for food manufacturing or retail food processing contexts.  The qualification is designed for roles that require the ability to perform a range of sales activities independently and as a team member, applying food processing technical skills and knowledge and problem solving. All work must be carried out to comply with workplace procedures, in accordance with State/Territory food safety, work health and safety and environmental codes, regulations and legislation that apply to the workplace.  No occupational licensing, legislative or certification requirements apply to this qualification at the time of publication. | |
| Entry Requirements  There are no entry requirements for this qualification. | |
| Packaging Rules  To achieve this qualification, competency must be demonstrated in:   * 14 units of competency: * 6 core units plus * 8 elective units.   Elective units must ensure the integrity of the qualification s Australian Qualifications Framework (AQF) alignment and contribute to a valid, industry-supported vocational outcome. The electives are to be chosen as follows:   * 2 must be selected from Group A * 2 must be selected from Group B * the remaining 4 units may be selected from: * Groups A, B or C * elsewhere in this training package, any other currently endorsed training package or accredited course at Certificate II (maximum of two units), Certificate III or Certificate IV (maximum of three units) levels.   Core Units  An asterisk (\*) next to the unit code indicates that there are prerequisite requirements which must be met when packaging the qualification. Please refer to the Prerequisite requirements table for details.   |  |  | | --- | --- | | FDFFS2001A | Implement the food safety program and procedures | | FDFFS3001A\* | Monitor the implementation of quality and food safety programs | | FDFOHS3001A | Contribute to OHS processes | | FDFOP2061A | Use numerical applications in the workplace | | FDFOP2064A | Provide and apply workplace information | | MSMENV272 | Participate in environmentally sustainable work practices |   Elective Units  An asterisk (\*) next to the unit code indicates that there are prerequisite requirements which must be met when packaging the qualification. Please refer to the Prerequisite requirements table for details.  Group A   |  |  | | --- | --- | | BSBCUS301 | Deliver and monitor a service to customers | | BSBMKG501 | Identify and evaluate marketing opportunities | | BSBMKG507 | Interpret market trends and developments | | BSBMKG514 | Implement and monitor marketing activities | | BSBSMB301 | Investigate micro business opportunities | | BSBSMB401 | Establish legal and risk management requirements of small business | | BSBSMB402 | Plan small business finances | | BSBSMB403 | Market the small business | | BSBSMB404 | Undertake small business planning | | BSBSMB405 | Monitor and manage small business operations | | BSBSMB406 | Manage small business finances | | BSBSMB407 | Manage a small team | | SIRRINV002 | Control stock | | SIRXRSK002 | Maintain store security |   Group B Sector specialist and cross sector elective units  **Sector specialist units**   |  |  | | --- | --- | | AHCPHT401 | Assess olive oil for style and quality | | AMPP301 | Operate a poultry carcase delivery system | | AMPP302 | Debone and fillet poultry product (manually) | | AMPR322 | Prepare and produce value-added products | | FBPFAV3001 | Conduct chemical wash for fresh produce | | FBPFAV3002 | Program fresh produce grading equipment | | FBPGRA3001 | Work with micronutrients or additions in stockfeed manufacturing processes | | FBPGRA3002 | Apply knowledge of animal nutrition principles to stockfeed product | | FBPOPR3001\* | Control contaminants and allergens in the work area | | FBPOPR3002\* | Prepare food products using basic cooking methods | | FBPOPR3003 | Identify cultural, religious and dietary requirements for food products |   Cross sector units   |  |  | | --- | --- | | FBPPPL3001 | Support and mentor individuals and groups | | FBPPPL3002 | Establish compliance requirements for work area | | FDFOP3002A | Set up a production or packaging line for operation | | FDFPPL3001A | Participate in improvement processes | | FDFPPL3002A | Report on workplace performance | | FDFPPL3004A | Lead work teams and groups | | FDFPPL3005A\* | Participate in an audit process | | FDFTEC3001A\* | Participate in a HACCP team | | FDFTEC3002A | Implement the pest prevention program | | FDFTEC3003A | Apply raw materials, ingredient and process knowledge to production problems | | MEM13003B | Work safely with industrial chemicals and materials | | MSL973001 | Perform basic tests | | MSMENV472 | Implement and monitor environmentally sustainable work practices | | MSMSUP303 | Identify equipment faults | | MSMSUP330 | Develop and adjust a production schedule | | MSS403011 | Facilitate implementation of competitive systems and practices | | MSS403013 | Lead team culture improvement | | MSTGN3007 | Monitor and operate trade waste | | TLIA3015 | Complete receival/despatch documentation | | TLIA3016 | Use inventory systems to organise stock control | | TLIA3018 | Organise despatch operations | | TLIA3019 | Organise receival operations | | TLIA3026 | Monitor storage facilities | | TLIA3038 | Control and order stock | | TLIA3039 | Receive and store stock |   Group C   |  |  | | --- | --- | | BSBWRT301 | Write simple documents | | FDFOHS2001A | Participate in OHS processes | | FDFOP2063A | Apply quality systems and procedures | | HLTAID003 | Apply first aid | | MSL922001 | Record and present data | | MSMPER300\* | Issue work permits | | MSMSUP310 | Contribute to the development of workplace documentation | | MSMSUP390 | Use structured problem-solving tools | | MSMSUP405 | Identify problems in fluid power system | | MSMSUP406 | Identify problems in electronic control | | MSS402001 | Apply competitive systems and practices | | MSS402002 | Sustain process improvements | | MSS402010 | Manage the impact of change on own work | | MSS402021 | Apply Just in Time procedures | | MSS402030 | Apply cost factors to work practices | | MSS402031 | Interpret product costs in terms of customer requirements | | MSS402040 | Apply 5S procedures | | MSS402050 | Monitor process capability | | MSS402051 | Apply quality standards | | MSS402060 | Use planning software systems in operations | | MSS402061 | Use SCADA systems in operations | | MSS402080 | Undertake root cause analysis | | MSS402081 | Contribute to the application of a proactive maintenance strategy | | MSS403002 | Ensure process improvements are sustained | | MSS403010 | Facilitate change in an organisation implementing competitive systems and practices | | MSS403021 | Facilitate a Just in Time system | | MSS403023 | Monitor a levelled pull system of operations | | MSS403040 | Facilitate and improve implementation of 5S | | MSS403041 | Facilitate breakthrough improvements | | MSS403051 | Mistake proof an operational process | | MSS404050 | Undertake process capability improvements | | MSS404052 | Apply statistics to operational processes | | MSS404060 | Facilitate the use of planning software systems in a work area or team | | MSS404082 | Assist in implementing a proactive maintenance strategy | | MSS404083 | Support proactive maintenance | | TAEASS401 | Plan assessment activities and processes | | TAEASS402 | Assess competence | | TAEASS403 | Participate in assessment validation | | TAEDEL301 | Provide work skill instruction |   Prerequisite requirements   |  |  | | --- | --- | | Unit of competency | Prerequisite requirement | | FBPOPR3001 Control contaminants and allergens in the work area | FDFFS2001A Implement the food safety program and procedures | | FBPOPR3002 Prepare food products using basic cooking methods | FDFFS2001A Implement the food safety program and procedures | | FDFFS3001A Monitor the implementation of quality and food safety programs | FDFFS2001A Implement the food safety program and procedures | | FDFPPL3005A Participate in an audit process | FDFOHS2001A Participate in OHS processes  FDFOP2063A Apply quality systems and procedures  MSMENV272B Participate in environmentally sustainable work practices | | FDFTEC3001A Participate in a HACCP team | FDFFS2001A Implement the food safety program and procedures | | MSMPER300 Issue work permits | MSMWHS201 Conduct hazard analysis | | |

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| Qualification Mapping Information   | Code and title current version | Code and title previous version | Comments | Equivalence status | | --- | --- | --- | --- | | FBP30617 Certificate III in Food Processing (Sales) | FDF30910 Certificate III in Food Processing (Sales) | Updated to meet Standards for Training Packages  Packaging rules clarified  Imported units updated or deleted | Equivalent qualification | |
| Links  Companion Volumes, including Implementation Guides, are available at VETNet: https://vetnet.education.gov.au/Pages/TrainingDocs.aspx?q=78b15323-cd38-483e-aad7-1159b570a5c4 |