

Modification History

Release	Comments
Release 1	This version released with FWP Forest and Wood Products Training Package Version 6.0.

FWP4X120	Certificate IV in Timber Building Products Supply
<p>Qualification Description</p> <p>This qualification reflects the role of people who undertake activities related to timber purchasing and sales account management in the timber wholesales, hardware and timber supply and/or timber manufacturing sectors.</p> <p>This qualification has several employment pathways for typical operational environments of timber building products supply. These job roles include:</p> <ul style="list-style-type: none"> • Assistant Account Manager • Assistant Wholesale Buyer • Assistant Import Agent • Assistant Purchasing Manager <p>No licensing, legislative or certification requirements apply to this qualification at the time of publication.</p>	
<p>Entry Requirements</p> <p>There are no entry requirements for this qualification.</p>	

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Packaging Rules

To achieve this qualification, competency must be demonstrated in:

- 14 units of competency:
 - 14 elective units.

Elective units must ensure the integrity of the qualification's Australian Qualification Framework (AQF) alignment and contribute to a valid, industry-supported vocational outcome. The electives are to be chosen as follows:

- all units from Group A
- at least 12 units from the remaining electives listed below
- up to 2 units from any currently endorsed Training Package or accredited course.

Any combination of electives that meets the packaging rules can be selected for the award of the Certificate IV in Timber Building Products Supply.

Where appropriate, electives may be packaged to provide a qualification with a specialisation area as follows:

- all units must be selected from Group A
- 5 units must be selected from Group B for the award of the Certificate IV in Timber Building Products Supply (Purchasing) or
- 5 must be selected from Group C for the award of the Certificate IV in Timber Building Products Supply (Account Management)
- 7 units must be selected from the remaining electives. Up to 2 of these electives may be selected from any currently endorsed Training Package or accredited course.

Elective Units

Group A: Common general

FWPCOT2241	Apply wood and timber product knowledge
SIRXCEG005	Maintain business to business relationships

Group B: Purchasing

BSBPRC501	Manage procurement strategies
BSBPRC505	Manage ethical procurement strategy
PSPPCM004	Plan procurement
PSPPCM007	Manage contracts
PSPPCM013	Make procurement decisions
PSPPCM010	Manage procurement risk
TLIR4012	Conduct international purchasing
TLIR5014	Manage suppliers

Group C: Account sales

BSBCUE306	Process complex accounts
BSBMKG507	Interpret market trends and developments
BSBSLS407	Identify and plan sales prospects
BSBSLS501	Develop a sales plan
BSBSLS408	Present, secure and support sales solutions
RIICCR501D	Conduct sales in construction materials operations
SIRWSLS002	Analyse and achieve sales targets
SIRXSLS003	Achieve sales results
TLII4005	Market services and products to clients

Group D: Quantity take-offs / Quotations

CPPCMN4008	Read plans, drawings and specifications for residential buildings
FWPCOT3214	Take off material quantities
FWPCOT3218	Quote and interpret from manufactured timber product plans

Group E: Product certification and compliance

BSBCOM501	Identify and interpret compliance requirements
FWPCOT3250	Prepare timber to meet import/export compliance requirements
TLIX9987X	Monitor compliance in digital supply chains
TLIX9991X	Enable traceability in supply chains

Group F: Digital systems

TLIX9992X	Monitor digital supply chain services
TLIX9996X	Employ digital supply chain risk management practices
TLIX9999X	Administer inventory systems

Group G: Timber product knowledge

FWPCOT3269	Provide specialised timber product solutions
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Group H: Global supply chains

BSBINT301	Apply knowledge of the international trade environment to complete work
TLIX9982X	Work with global supply chains

Group I: Market analysis

BSBMKG408	Conduct market research
BSBMKG415	Research international markets
BSBMKG511	Analyse data from international markets

Group J: Other general

BSBMGT402	Implement operational plan
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Qualification Mapping Information

Code and title current version	Code and title previous version	Comments	Equivalence status
FWP4X120 Certificate IV in Timber Building Products Supply	Not applicable	New qualification	No equivalent qualification

Links

Companion Volumes, including Implementation Guides, are available at VETNet:
<https://vetnet.education.gov.au/Pages/TrainingDocs.aspx?q=0d96fe23-5747-4c01-9d6f-3509ff8d3d47>.