

### 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
<b>Qualification Description</b> <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 and job roles in the timber building products supply sector:</p> <ul style="list-style-type: none"><li>• Assistant Account Manager</li><li>• Assistant Wholesale Buyer</li><li>• Assistant Import Agent</li><li>• Assistant Purchasing Manager</li></ul> <p>This qualification is also designed to provide an industry recognised skills profile and various employment and vocational training pathways for specialised work as purchasing and account management related to the supply of timber building products.</p> <p>This qualification enables specialisations in:</p> <ul style="list-style-type: none"><li>• Purchasing, or</li><li>• Account Management.</li></ul> <p>Individuals with this qualification apply a broad range of specialised skills and knowledge in varied contexts that involve planning and managing purchases, managing sales to customers, reading available plans and providing specialist timber advice, monitor product certification and compliance, and finding solutions to routine and non-routine problems as they arise. They also autonomy, judgement and limited responsibility at the workplace.</p> <p>No licensing, legislative or certification requirements apply to this qualification at the time of publication.</p>	
<b>Entry Requirements</b> <p>There are no entry requirements for this qualification.</p>	

### Packaging Rules

To achieve this qualification, competency must be demonstrated in:

- 14 units of competency:
  - 2 core units
  - 12 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.

For the award of the *FWP4X120 Certificate IV in Timber Building Products Supply*, the electives are to be chosen as follows:

- up to 12 units from the electives listed below in Group A - I
- up to 2 units from any currently endorsed Training Package or accredited course.

Where appropriate, electives may be packaged to provide a qualification with a specialisation.

### Packaging for Specialisations

Electives may be packaged to provide a qualification with a specialisation area as follows:

For the award of the *FWP4X120 Certificate IV in Timber Building Products Supply (Purchasing)*

- at least 5 units must be selected from Group A

For the award of the *FWP4X120 Certificate IV in Timber Building Products Supply (Account Management)*

- at least 5 units must be selected from Group B.

### Core Units

FWPCOT3XXX	Access and provide timber and wood product information
SIRXCEG005	Maintain business to business relationships

### Elective Units

#### Group A: 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 B: 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
SIRWLS002	Analyse and achieve sales targets
SIRXSL003	Achieve sales results
TLII4005	Market services and products to clients

#### Group C: Quantity take-offs / Quotations

CPPCMN4008	Read plans, drawings and specifications for residential buildings
FWPCOT3214	Take off material quantities

FWP4X120 Certificate IV in Timber Building Products Supply

FWPCOT3218	Quote and interpret from manufactured timber product plans
<b>Group D: Product certification and compliance</b>	
BSBCOM501	Identify and interpret compliance requirements
FWPCOT3250	Prepare timber to meet import/export compliance requirements
<del>TLIX9987X</del>	<del>Monitor compliance in digital supply chains</del>
TLIX9991X	Enable traceability in supply chains
<b>Group E: Digital systems</b>	
TLIX9992X	Monitor digital supply chain services
TLIX9996X	Employ digital supply chain risk management practices
TLIX9999X	Administer inventory systems
<b>Group F: Timber product knowledge</b>	
FWPCOT3269	Provide specialised timber product solutions
<b>Group G: Global supply chains</b>	
BSBINT301	Apply knowledge of the international trade environment to complete work
TLIX9982X	Work with global supply chains
<b>Group H: Market analysis</b>	
BSBMKG408	Conduct market research
BSBMKG415	Research international markets
BSBMKG511	Analyse data from international markets
<b>Group I: Other general</b>	
BSBMGT402	Implement operational plan

Commented [GD1]: New TLI units expected to be released

**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>.