Modification History

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

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| FWP4X120 | Certificate IV in Timber Building Products Supply |
| Qualification Description  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.  This qualification has several employment pathways for typical operational environments and job roles in the timber building products supply sector:   * Assistant Account Manager * Assistant Wholesale Buyer * Assistant Import Agent * Assistant Purchasing Manager   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.  This qualification enables specialisations in:   * Purchasing, or * Account Management.   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.  No 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: * 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 | | SIRWSLS002 | Analyse and achieve sales targets | | SIRXSLS003 | 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 | | FWPCOT3218 | Quote and interpret from manufactured timber product plans |   Group D: 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 E: Digital systems   |  |  | | --- | --- | | TLIX9992X | Monitor digital supply chain services | | TLIX9996X | Employ digital supply chain risk management practices | | TLIX9999X | Administer inventory systems |   Group F: Timber product knowledge   |  |  | | --- | --- | | FWPCOT3269 | Provide specialised timber product solutions |   Group G: Global supply chains   |  |  | | --- | --- | | BSBINT301 | Apply knowledge of the international trade environment to complete work | | TLIX9982X | Work with global supply chains |   Group H: Market analysis   |  |  | | --- | --- | | BSBMKG408 | Conduct market research | | BSBMKG415 | Research international markets | | BSBMKG511 | Analyse data from international markets |   Group I: 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>. |