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| FBPSSxxxx | Cellar Door Sales Skill Set |

Modification History

| Release | Comments |
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| Release 1 | This version released with FBP Food, Beverage and Pharmaceuticals Training Package version 2.0. |

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| DescriptionThis skill set addresses the entry level/induction skills required by individuals working in cellar door sales within the wine industry operations. |
| Pathways InformationThese units provide credit towards FBP2xx18 Certificate II in Wine Industry Operations and FBP3xx18 Certificate III in Wine Industry Operations.  |
| Licensing/Regulatory InformationNo occupational licensing or regulatory requirements apply to this skill set at the time of publication. |
| Skill Set Requirements* FBPCDS2001 Conduct winery and or site tours
* FBPCDS2003 Evaluate wines
* FBPCDS2005 Sell cellar door products and services
* FBPCDS2006 Conduct a standard product tasting
* SITHFAB002 Provide responsible service of alcohol
* SITXCCS003 Interact with customers
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| Target GroupThis skill set is for individuals new to cellar door sales and need to obtain skills and knowledge to perform effectively in the sales role. |
| Suggested words for Statement of AttainmentThese competencies from the Food, Beverage and Pharmaceuticals Training Package meet the industry requirements for new operatives in cellar door sales within the wine operations industry. |