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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 skills required by individuals working in cellar door sales within the wine industry . |
| 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* FBPCDS2XXX Conduct sensory evaluation of wine
* FBPCDS2XXX Sell cellar door products and services
* FBPCDS2XXX 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 that are new to cellar door sales and need to obtain skills and knowledge to perform effectively in a sales role. |
| Suggested words for Statement of AttainmentThese competencies from the Food, Beverage and Pharmaceuticals Training Package meet the industry requirements for new workers in cellar door sales within the wine industry. |