Modification history

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| Release | Comments |
| Release 2 | This version released with AHC Agriculture, Horticulture and Conservation and Land Management Training Package Version 5.0. |
| Release 1 | Initial release |

| AHCNSY304 | Deliver and promote sales of plants |
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| Application | This unit of competency describes the skills and knowledge required to prepare, transport and deliver plants to retail outlets and other nurseries, maintain off-site promotional displays, and promote sales.The unit applies to individuals who deliver and promote sales of plants and under broad direction take responsibility for their own work and for the quality of the work of others.No licensing, legislative or certification requirements apply to this unit at the time of publication. |
| Prerequisite Unit | Nil |
| Unit Sector | Nursery (NSY) |

| Elements | Performance Criteria |
| --- | --- |
| Elements describe the essential outcomes. | Performance criteria describe the performance needed to demonstrate achievement of the element. |
| 1. Prepare to provide marketing support | 1.1 Identify product and client list, delivery schedule and transport vehicle1.2 Identify potential hazards and risks and implement safe working practices to manage risks 1.3 Select required tools, equipment and machinery for delivery requirements and check for safe operation1.4 Select, fit, use and maintain personal protective equipment applicable to the task1.5 Select, prepare and load plants identified in orders, sample specifications and delivery schedule |
| 2. Deliver plants | 2.1 Maintain stock2.2 Update and maintain current stock lists2.3 Maintain regular delivery service2.4 Supply clients with information about stock availability on request2.5 Complete delivery documentation according to workplace procedures |
| 3. Maintain off-site displays | 3.1 Check off-site product displays regularly3.2 Maintain displays3.3 Provide marketing support according to workplace procedures |
| 4. Promote sales | 4.1 Inform retailers of available promotional literature with particular stock lines4.2 Dispatch regular sales memos4.3 Prepare seasonal promotion advanced lists4.4 Complete sales, promotional and marketing documentation according to workplace procedures |

| Foundation SkillsThis section describes those language, literacy, numeracy and employment skills that are essential for performance in this unit of competency but are not explicit in the performance criteria. |
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| Skill | Description |
| Reading | * Interpret textual information from a range of sources to identify relevant and key information about workplace operations
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| Writing | * Use clear language, accurate industry terminology and logical structure to complete delivery, sales, promotional and marketing documentation, sales memos and seasonal promotion advanced lists
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| Oral communication | * Use clear language with clients and retailers to provide information on stock availability and promotions
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| Numeracy skills | * calculated and matched plant quantities to identified orders, sample specifications and delivery schedule
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| Unit Mapping Information |
| Code and title current version | Code and title previous version | Comments | Equivalence status |
| AHCNSY304 Deliver and promote sales of plants Release 2 | AHCNSY304 Deliver and promote sales of plants Release 1 | Performance criteria clarifiedFoundation skills addedAssessment requirements updated | Equivalent unit |

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| Links | Companion Volumes, including Implementation Guides, are available at VETNet: <https://vetnet.education.gov.au/Pages/TrainingDocs.aspx?q=c6399549-9c62-4a5e-bf1a-524b2322cf72> |

| TITLE | Assessment requirements for AHCNSY304 Deliver and promote sales of plants |
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| Performance Evidence |
| An individual demonstrating competency must satisfy all of the elements and performance criteria in this unit. There must be evidence that the individual has delivered and promoted sales of plants on at least three occasions and has:applied workplace health and safety requirements* communicated with clients and retailers
* coordinated own activities to deliver and maintain plant orders
* estimated treatment and product requirements, material sizes and quantities
* interpreted and applied delivery schedules and marketing plans
* maintained mobile and remote displays and samples
* provided marketing support
* completed delivery, sales, promotional and marketing documentation.
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| Knowledge Evidence |
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| An individual must be able to demonstrate the knowledge required to perform the tasks outlined in the elements and performance criteria of this unit. This includes knowledge of:* workplace requirements applicable to health and safety in the workplace for delivery and promoting sales of plants
* the principles and practices of delivering and promoting plants, including:
* botanical, common and trade names, growth habits, and presentation requirements for display of plants
* industry labelling standards and methods
* practical understanding of the range of plants available from the workplace
* standards and methods for the preparation and dispatch of promotional literature and lists for seasonal promotions
* standards and methods of packaging, and delivery of plant orders, samples and displays.
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| Assessment Conditions |
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| Assessment of skills must take place under the following conditions:* physical conditions:
* a workplace setting or an environment that accurately represents workplace conditions
* resources, equipment and materials:
* plants
* product and client list and delivery schedule
* promotional material
* delivery tools, equipment and machinery, and transport vehicle
* personal protective equipment applicable to delivery and promoting sales of plants
* specifications:
* workplace requirements applicable to health and safety in the workplace for delivery and promoting sales of plants
* relationships:
* clients, retailers
* timeframes:
* according to job requirements.

Assessors of this unit must satisfy the requirements for assessors in applicable vocational education and training legislation, frameworks and/or standards. |

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