



Australian Government

AHCNSY304 Deliver and promote sales of plants

Release: 1

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Modification History

Release	TP Version	Comment
1	AHCv1.0	Initial release

Application

This unit of competency describes the skills and knowledge required to transport and deliver plants to retail outlets and other nurseries and the associated task of maintaining promotional displays.

It applies to individuals who take responsibility for their own work and for the quality of the work of others. They use discretion and judgement in the selection, allocation and use of available resources. All work is carried out to comply with workplace procedures.

No occupational licensing, legislative or certification requirements are known to apply to this unit at the time of publication.

Pre-requisite Unit

Nil.

Unit Sector

Nursery (NSY)

Elements and Performance Criteria

Element	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 list, clients, delivery schedule and transport vehicle 1.2 Select tools, equipment and machinery suitable for delivery requirements 1.3 Carry out pre-operational and safety checks on tools, equipment and machinery 1.4 Select and prepare plants identified in orders, sample specifications and delivery schedule and load

Element	Performance criteria
	1.5 Identify work health and safety hazards, assess risks and implement control measures 1.6 Select, use and maintain suitable personal protective equipment (PPE)
2. Deliver plants	2.1 Maintain stock 2.2 Update and maintain current stock lists 2.3 Maintain regular delivery service 2.4 Supply clients with information about stock availability on request 2.5 Complete delivery documentation
3. Maintain off-site displays	3.1 Check off-site product displays regularly 3.2 Maintain displays 3.3 Provide marketing support with due consideration of environmental implications
4. Promote sales	4.1 Inform retailers of available promotional literature with particular stock lines 4.2 Dispatch regular sales memos 4.3 Prepare advanced lists for seasonal promotions 4.4 Complete sales, promotional and marketing documentation

Foundation Skills

Foundation Skills essential to performance are explicit in the performance criteria of this unit of competency.

Range of Conditions

Unit Mapping Information

This unit is equivalent to AHCNSY304A Deliver and promote sales of plants.

Links

Companion Volume implementation guides are found in VETNet - <https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=c6399549-9c62-4a5e-bf1a-524b2322cf72>