



Australian Government

**Assessment Requirements for CPPREP4303
Establish vendor and buyer relationships in
livestock sale**

Release: 1

Assessment Requirements for CPPREP4303 Establish vendor and buyer relationships in livestock sale

Modification History

Release 1 This version first released with CPP Property Services Training Package Release 8.0.

Supersedes but is not equivalent to CPPDSM4024A Advise clients on livestock sale and purchase options.

Updated to the Standards for Training Packages.

Performance Evidence

To demonstrate competency in this unit, a person must:

- develop, document and implement a plan for prospecting for vendors and buyers including:
 - analysing prospecting methods for a target market
 - identifying methods that would incorporate establishing a relationship with vendors and buyers
- document buyer preferences for purchase of livestock
- prepare and complete livestock sale documentation according to legislative requirements.
- develop and implement a communication strategy for buyers and vendors to address client needs and expectations.

In doing this, the person must meet the performance criteria for this unit.

Knowledge Evidence

To be competent in this unit, a person must demonstrate knowledge of:

- prospecting purpose and methods
- agency and personal brand
- strategies for attracting vendors and buyers
- processes for livestock sales
- livestock selling methods
- techniques for establishing and maintaining agency–client relationships
- vendor and buyer expectations and preferences for:
 - method of sale
 - timeframe for sale
 - marketing
 - communications

- role of the agent in selling livestock
- ethical standards and regulatory requirements associated with selling livestock including animal welfare
- privacy standards and confidentiality of client data
- agency practices in relation to marketing and communication
- documents and record keeping required as part selling livestock
- agency fees, charges, and conditions
- legislation and local government regulations relating to selling livestock in the state or territory of operation
- communication strategies for responding to client complaints.

Assessment Conditions

Assessors must satisfy the requirements for assessors listed in the Standards for Registered Training Organisations.

Assessment must be conducted in the workplace or in a simulated workplace environment.

Assessors are responsible for ensuring that the person demonstrating competency has access to:

- real estate livestock sales procedures, forms and documents
- legislation and local government regulations relating to selling livestock in the state or territory of operation.

Links

Companion volumes to this training package are available at the VETNet website - <https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=6f3f9672-30e8-4835-b348-205dfcf13d9b>