



Australian Government

AHC32716 Certificate III in Rural Merchandising

Release: 1

AHC32716 Certificate III in Rural Merchandising

Modification History

| Release | TP Version | Comment |
|---------|------------|-----------------|
| 1 | AHCv1.0 | Initial release |

Qualification Description

This qualification provides a vocational outcome in rural merchandising. Industry expects individuals with this qualification to perform tasks involving a broad range of skills applied in a wide variety of contexts, which may involve application of some discretion and judgement in selecting equipment, services or contingency measures. This qualification is suitable for an Australian Apprenticeship. Job roles vary across different industry sectors and include:

- Rural merchandiser
- Rural sales assistant

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

Entry Requirements

There are no entry requirements for this qualification.

Packaging Rules

Total number of units = 12

- Core Units = 7
- Elective Units = 5

Core Units

Merchandising and sales

| | |
|------------|--|
| AHCMER303 | Sell products and services |
| BSBCUS301 | Deliver and monitor a service to customers |
| BSBPRO301 | Recommend products and services |
| BSBSLS402A | Identify sales prospects |
| SIRXSLS303 | Build relationships with customers |

Work

| | |
|-----------|--|
| AHCWRK309 | Apply environmentally sustainable work practices |
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Work health and safety

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|-----------|---|
| AHCWHS401 | Maintain work health and safety processes |
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Elective Units

- Select at least 3 units from the elective list
- 2 units aligned to AQF levels 2, 3, or 4 may be selected from the elective list, or this or any other endorsed Training Package or Accredited Course
Selected units must be relevant to job outcomes in rural merchandising and must be chosen to ensure the integrity of the qualification outcome at AQF level 3

Business

| Unit Code | Unit Title |
|-----------|--------------------------------|
| AHCBUS301 | Use hand held e-business tools |

Machinery operation and maintenance

| Unit Code | Unit Title |
|------------|-------------------------------------|
| TLILIC2001 | Licence to operate a forklift truck |

Merchandising and sales

| Unit Code | Unit Title |
|--------------|---|
| AHCMER301 | Process customer complaints |
| AHCMER302 | Provide advice on hardware products |
| AHCMER401 | Coordinate customer service and networking activities |
| AHCMER402 | Provide advice and sell machinery |
| AHCMER403 | Provide advice and sell farm chemicals |
| AHCMER404 | Provide advice on agronomic products |
| AHCMER405 | Provide advice on livestock products |
| BSBSMB403 | Market the small business |
| SIRXADM002A | Coordinate retail office |
| SIRRINV002 | Control stock |
| SIRXINV004A | Buy merchandise |
| SIRRINV001 - | Receive and handle retail stock |
| SIRXMER004A | Manage merchandise and store presentation |
| SIRXMER201 | Merchandise products |
| SIRRMER001 | Produce visual merchandise displays |
| SIRRMER003 | Coordinate visual merchandising activities |
| SIRXMER406 | Monitor in-store visual merchandising display |
| SIRXMPR001A | Profile a retail market |
| SIRXRSK002 | Maintain store security |
| SIRXPDK001 | Advise on products and services |

Work

| Unit Code | Unit Title |
|-----------|--|
| AHCWRK306 | Comply with industry quality assurance requirements |
| AHCWRK307 | Develop and apply fertiliser and soil ameliorant product knowledge |
| AHCWRK308 | Handle bulk materials in storage area |

Qualification Mapping Information

This qualification is not equivalent to AHC32710 Certificate III in rural Merchandising.

Links

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