



Australian Government

Assessment Requirements for AHCIRG446 Provide irrigation sales and service

Release: 1

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Modification History

Release	Comments
Release 1	This version released with AHC Agriculture, Horticulture and Conservation and Land Management Training Package Version 6.0.

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 provided irrigation sales and service on at least two occasions, and has:

- engaged with and advised customers on the range of irrigation products, and received information on their specific application and environment
- complied with relevant legislative requirements in sales environments, including fair trading, trade practices and sale of goods legislation and public liability
- represented the workplace in a professional manner when dealing with customers
- researched irrigation information to retain technical currency in all aspects of irrigation relevant to local district requirements
- interpreted and estimated requirements for materials and components from an irrigation design
- used pump curves to determine energy and water efficiency
- selected irrigation components for a system.

Knowledge Evidence

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:

- principles and practices of irrigation sales and service
- principles of customer service and sales techniques
- legislative requirements in sales environments, including fair trading, trade practices and sales of goods legislation and public liability
- relevant components of state or territory Acts relating to irrigation use
- irrigation components technical specifications and suitability
- workplace procedures for providing advice on irrigation products
- irrigation products and pump range of store

- demonstration and assembly of irrigation products and components
- pump and irrigation equipment components, controls, features and functions
- determination of pump capacities in relation to proposed application
- pump and irrigation equipment characteristics, technical capabilities and limitations
- price negotiation techniques and payment options for store
- interpretation of manufacturer specifications
- store product and service and repair policy.

Assessment Conditions

Assessment of the skills in this unit of competency must take place under the following conditions:

- physical conditions:
 - a workplace setting or an environment that accurately represents workplace conditions
- resources, equipment and materials:
 - irrigation products and pumps
 - irrigation products and pumps specifications and warranties
 - irrigation design
 - pump curves
- specifications:
 - legislative requirements in sales environments, including fair trading, trade practices and sales of goods legislation and public liability
 - relevant components of state or territory Acts relating to irrigation use
 - workplace procedures for providing advice on irrigation products
- relationships:
 - customers.

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

Links

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