



**Australian Government**

# **AHCNSY311 Promote sales of plants**

**Release: 1**

## AHCNSY311 Promote sales of plants

### Modification History

| Release  | Comments                                                                                                                    |
|----------|-----------------------------------------------------------------------------------------------------------------------------|
| Release1 | This version released with AHC Agriculture, Horticulture and Conservation and Land Management Training Package Version 6.0. |

### Application

This unit of competency describes the skills and knowledge required to promote plant sales, support off-site marketing, maintain stock inventory and complete documentation.

The unit applies to individuals who promote sales of plants under broad direction, and 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.

### Pre-requisite Unit

Nil

### Unit Sector

Nursery (NSY)

### Elements and Performance Criteria

| Elements                                         | Performance Criteria                                                                                                                                                                                                                                                                                                                        |
|--------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <i>Elements describe the essential outcomes.</i> | <i>Performance criteria describe the performance needed to demonstrate achievement of the element.</i>                                                                                                                                                                                                                                      |
| 1. Promote sales                                 | 1.1 Inform retailers of available promotional literature about particular stock lines<br>1.2 Dispatch regular stock lists and sales information according to workplace requirements<br>1.3 Prepare advanced lists according to seasonal promotion<br>1.4 Complete promotional and marketing documentation according to workplace procedures |
| 2. Prepare for delivery of                       | 2.1 Identify product and client list, delivery schedule and transport                                                                                                                                                                                                                                                                       |

| Elements                                               | Performance Criteria                                                                                                                                                                                                                                                                                                    |
|--------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <i>Elements describe the essential outcomes.</i>       | <i>Performance criteria describe the performance needed to demonstrate achievement of the element.</i>                                                                                                                                                                                                                  |
| plants                                                 | vehicle according to workplace procedures<br>2.2 Identify potential hazards and risks, and implement safe working practices to manage risks<br>2.3 Confirm plants are loaded according to client order and delivery schedule                                                                                            |
| 3. Deliver plants and support off-site marketing       | 3.1 Monitor the transport and supply of plants according to delivery schedule<br>3.2 Check and maintain off-site product displays as required<br>3.3 Provide marketing support according to workplace procedures                                                                                                        |
| 4. Maintain stock inventory and complete documentation | 4.1 Update and maintain current stock lists according to workplace requirements<br>4.2 Maintain regular delivery service according to workplace processes<br>4.3 Supply clients with information about stock availability on request<br>4.4 Complete delivery and sales documentation according to workplace procedures |

## Foundation Skills

*This 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.*

| Skill              | Description                                                                                                                                                                                                                                       |
|--------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Writing            | <ul style="list-style-type: none"> <li>Use clear language, accurate industry terminology and logical structure to complete delivery, sales, promotional and marketing documentation, sales memos and seasonal promotion advanced lists</li> </ul> |
| Oral communication | <ul style="list-style-type: none"> <li>Use clear language with clients and retailers to provide information on stock availability and promotions</li> </ul>                                                                                       |
| Numeracy skills    | <ul style="list-style-type: none"> <li>Calculate and match plant quantities to identified orders, sample specifications and delivery schedule</li> </ul>                                                                                          |

## Unit Mapping Information

| Code and title<br>current version       | Code and title<br>previous version                  | Comments                                                                                                                                                           | Equivalence status |
|-----------------------------------------|-----------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------|
| AHCNSY311<br>Promote sales of<br>plants | AHCNSY304 Deliver<br>and promote sales of<br>plants | Major changes to title and<br>application<br><br>Major changes to<br>performance criteria<br><br>Foundation skills added<br><br>Assessment requirements<br>updated | Not equivalent     |

## Links

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