



**Australian Government**

# **AHC32710 Certificate III in Rural Merchandising**

**Release 3**

## AHC32710 Certificate III in Rural Merchandising

### Modification History

Release	TP Version	Comments
3	AHC10v5	Replaced imported elective unit <i>TLID2010A Operate a forklift</i> with <i>TLILIC2001A Licence to operate a forklift truck</i> in response to changes in national licencing regulations
2	AHC10v4	Equivalent imported Units updated
1	AHC10	Initial release

### Description

This qualification provides a vocational outcome in rural merchandising.

### Pathways Information

#### Qualification pathways

##### Pathways into the qualification

This qualification may be accessed by direct entry.

##### Pathways from the qualification

Further training pathways from this qualification include, but are not limited to, Certificate IV in Agriculture.

#### Australian Apprenticeships

This qualification is suitable for an Australian Apprenticeship.

#### Job roles

Job roles and titles vary across different industry sectors. Possible job titles relevant to this qualification include:

- Rural merchandiser
- Rural sales assistant

### Licensing/Regulatory Information

Not Applicable

## Entry Requirements

### Entry requirements

There are no entry requirements for this qualification.

## Employability Skills Summary

<b>EMPLOYABILITY SKILLS QUALIFICATION SUMMARY</b>	
<b>Employability Skill</b>	<b>Industry/enterprise requirements for this qualification include:</b>
Communication	<ul style="list-style-type: none"> <li>• Listening and understanding</li> <li>• Speaking clearly and directly</li> <li>• Reading and interpreting workplace related documentation.</li> <li>• Writing to audience needs</li> <li>• Interpreting the needs of internal/external customers</li> <li>• Applying numeracy skills to workplace requirements</li> <li>• Establishing/using networks</li> <li>• Sharing information</li> <li>• Empathising</li> </ul>
Teamwork	<ul style="list-style-type: none"> <li>• Working as an individual and a team member</li> <li>• Working with diverse individuals and groups</li> <li>• Applying knowledge of own role as a part of a team</li> <li>• Applying teamwork skills to a range of situations</li> <li>• Identifying and using the strengths of other team members</li> </ul>
Problem-solving	<ul style="list-style-type: none"> <li>• Developing practical and creative solutions to workplace problems</li> <li>• Showing interdependence and initiative in identifying problems</li> <li>• Applying a range of strategies in problem solving</li> <li>• Using numeracy skills to solve problems</li> <li>• Testing assumptions and taking context into account</li> </ul>
Initiative and enterprise	<ul style="list-style-type: none"> <li>• Adapting to new situations</li> <li>• Being creative in response to workplace challenges</li> <li>• Identifying opportunities that might not be obvious to others</li> <li>• Generating a range of options in response to workplace matters</li> <li>• Translating ideas into actions</li> <li>• Initiating innovative solutions</li> </ul>
Planning and organising	<ul style="list-style-type: none"> <li>• Collecting analysing and organising information</li> <li>• Using basic business systems for planning and organising</li> <li>• Taking initiative and making decisions within workplace role.</li> <li>• Working within or establishing clear project goals and</li> </ul>

**EMPLOYABILITY SKILLS QUALIFICATION SUMMARY**

	deliverables <ul style="list-style-type: none"> <li>• Determining or applying required resources</li> </ul>
Self-management	<ul style="list-style-type: none"> <li>• Taking responsibility at the appropriate level</li> </ul>
Learning	<ul style="list-style-type: none"> <li>• Being open to learning, new ideas and techniques.</li> <li>• Learning in a range of settings including informal learning</li> <li>• Participating in ongoing learning</li> <li>• Learning in order to accommodate change</li> </ul>
Technology	<ul style="list-style-type: none"> <li>• Using technology and related workplace equipment</li> <li>• Using basic technology skills</li> <li>• Using technology to organise data</li> <li>• Applying OHS knowledge when using technology</li> </ul>

**Packaging Rules****Packaging Rules**

Completion of twelve (12) units made up of seven (7) core units and five (5) elective units.

**ELECTIVE UNITS**

- three (3) units must come from the elective units list
- two (2) units may be selected from the elective units list or from units aligned to Certificates II, III or IV in AHC10 or from any other currently endorsed training package or accredited course. Selected units must be relevant to job outcomes in rural merchandising.

**CORE UNITS****Occupational Health and Safety**

Unit code	Unit title
AHCOHS401A	Maintain OHS processes

**Merchandising and sales**

Unit code	Unit title
AHCMER303A	Sell products and services
BSBCUS301B	Deliver and monitor a service to customers

BSBPRO301A	Recommend products and services
BSBSLS402A	Identify sales prospects
SIRXSLS303	Build relationships with customers

**Work**

Unit code	Unit title
AHCWRK313A	Implement and monitor environmentally sustainable work practices

**ELECTIVE UNITS****Merchandising and sales**

Unit code	Unit title
AHCMER301A	Process customer complaints
AHCMER302A	Provide advice on hardware products
AHCMER401A	Coordinate customer service and networking activities
AHCMER402A	Provide advice and sell machinery
AHCMER403A	Provide advice and sell farm chemicals
AHCMER404A	Provide advice on agronomic products
AHCMER405A	Provide advice on livestock products
BSBSMB403A	Market the small business
SIRXADM002A	Coordinate retail office
SIRXINV002A	Maintain and order stock
SIRXINV004A	Buy merchandise
SIRXINV005A	Control inventory
SIRXMER004A	Manage merchandise and store presentation
SIRXMER201	Merchandise products
SIRXMER202	Plan, create and maintain displays

SIRXMER303	Coordinate merchandise presentation
SIRXMER406	Monitor in-store visual merchandising display
SIRXMPR001A	Profile a retail market
SIRXRSK002A	Maintain store security
SIRXSLS002A	Advise on products and services

### **Business**

<b>Unit code</b>	<b>Unit title</b>
AHCBUS301A	Use hand held e-business tools

### **Machinery operation and maintenance**

<b>Unit code</b>	<b>Unit title</b>
TLILIC2001A	Licence to operate a forklift truck

### **Work**

<b>Unit code</b>	<b>Unit title</b>
AHCWRK306A	Comply with industry quality assurance requirements
AHCWRK307A	Develop and apply fertiliser and soil ameliorant product knowledge
AHCWRK308A	Handle bulk materials in storage area