



Australian Government

Department of Education, Employment and Workplace Relations

CPPDSM4075A Select livestock for sale

Release: 1

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Modification History

Not Applicable

Unit Descriptor

Unit descriptor

This unit of competency specifies the outcomes required to select livestock for sale. It includes arranging for livestock to be inspected, drafting and inspecting the livestock, confirming ownership and encumbrances on the livestock, gaining commitment to sell the livestock and establishing the method of sale.

The unit may form part of the licensing requirements for persons engaged in livestock sales in those States and Territories where the selling of livestock is a regulated activity.

Application of the Unit

Application of the unit

This unit of competency supports the work of those who have responsibility for selecting livestock for sale. It includes arranging and conducting inspections and drafting and assessing livestock, as well as checking and completing required documentation associated with the national livestock identification system (NLIS), national vendor declarations (NVD) and relevant federal and state or territory legislative and regulatory arrangements.

Licensing/Regulatory Information

Refer to Unit Descriptor

Pre-Requisites

Prerequisite units Nil

Employability Skills Information

Employability skills The required outcomes described in this unit of competency contain applicable facets of employability skills. The Employability Skills Summary of the qualification in which this unit of competency is packaged, will assist in identifying employability skills requirements.

Elements and Performance Criteria Pre-Content

Elements describe the essential outcomes of a unit of competency.

Performance criteria describe the required performance needed to demonstrate achievement of the element. Where bold italicised text is used, further information is detailed in the required skills and knowledge and/or the range statement. Assessment of performance is to be consistent with the evidence guide.

Elements and Performance Criteria

ELEMENT	PERFORMANCE CRITERIA
<p>1 Arrange livestock inspection.</p>	<p>1.1 Seller is notified of <i>livestock inspection requirements</i>.</p> <p>1.2 Timing of livestock inspection is confirmed with seller.</p> <p>1.3 Variations in arrival time for livestock inspection are promptly communicated to seller to minimise disruptions.</p> <p>1.4 <i>Sale details</i> are arranged and advised to relevant <i>parties</i>.</p>
<p>2 Inspect and draft livestock.</p>	<p>2.1 <i>Client instructions</i> are obtained to assist in accurate drafting of livestock.</p> <p>2.2 Initial <i>assessment of livestock</i> is advised to client and instructions are received to permit final drafting.</p> <p>2.3 Livestock is drafted in line with <i>agreed criteria</i>.</p>
<p>3 Obtain commitment to sell.</p>	<p>3.1 Ownership of livestock is confirmed in line with agency practice.</p> <p>3.2 <i>Encumbrances</i> on livestock are established to ensure that clear title may be transferred to buyer.</p> <p>3.3 Agreement to sell and <i>method of sale</i> are confirmed with seller so that sale process can proceed.</p> <p>3.4 <i>Documentation</i> required for sale of livestock is prepared in line with agency and legislative requirements.</p> <p>3.5 Signatures are obtained from seller on relevant documentation to confirm commitment to sell livestock.</p>

Required Skills and Knowledge

REQUIRED SKILLS AND KNOWLEDGE

This section describes the essential skills and knowledge and their level, required for this unit.

Required skills:

- application of initial and final livestock drafting procedures
- application of livestock inspection procedures
- application of risk management strategies in preparing livestock for sale
- computing skills to access agency databases, send and receive emails and

REQUIRED SKILLS AND KNOWLEDGE

complete standard forms online

- literacy skills, including the ability to interpret industry documentation associated with livestock sales, such as NVD, and to prepare and complete documentation related to livestock sales
- negotiation skills to gain commitment to sell livestock
- numeracy skills, including the ability to perform and apply measurements and calculations
- verbal communication skills required for face-to-face communication with livestock sellers and buyers
- planning, organising and scheduling skills to undertake work-related tasks such as arranging livestock inspections.

Required knowledge and understanding:

- chemicals that affect health of livestock in pens or during transportation
- chemical treatments and residues
- encumbrances on livestock, including:
 - agent fees
 - bills of sale
 - livestock mortgages
 - overdrafts
 - procedures for identifying encumbrances
 - removing encumbrances
 - types of encumbrances
- establishing and verifying title of livestock
- federal and state or territory legislation and local government regulations related to selling and transporting livestock, including:
 - animal health and welfare
 - anti-discrimination
 - aquaculture
 - brands and earmarks
 - chemical treatments and residues, export slaughter intervals (ESI) and withholding periods
 - consumer protection
 - financial probity
 - food safety
 - livestock sales and auctions
 - livestock-specific legislation and regulations
 - NLIS
 - NVD
 - OHS

REQUIRED SKILLS AND KNOWLEDGE

- privacy
- public health
- public liability
- tagging
- water curfew
- waybills, including combined waybills
- initial and final livestock drafting procedures
- livestock, including:
 - ages
 - breeds
 - classes
 - grades
 - pregnancy status
 - values
 - varieties
 - weights
 - yields
- livestock inspection requirements
- livestock sale methods, including:
 - advantages and disadvantages of different methods of sale
 - direct consignment
 - electronic - Auctions Plus
 - forward contract
 - on-property auctions and feature sales
 - over the hooks marketing auction
 - private paddock sale
 - saleyard auctions
- procedures for identifying and verifying ownership of livestock
- risks associated with the following aspects of selecting livestock for sale:
 - care and handling of livestock
 - chemical treatments and residues
 - inspection, assessment and drafting of livestock
 - NLIS requirements
 - ownership of livestock and encumbrances
 - staff supervision.

Evidence Guide

EVIDENCE GUIDE

The evidence guide provides advice on assessment and must be read in conjunction with the performance criteria, required skills and knowledge, the range statement and the Assessment Guidelines for this Training Package.

Overview of assessment

This unit of competency could be assessed through the candidate demonstrating the process of arranging the inspection of livestock, inspecting and drafting livestock, and securing seller commitment to sell the livestock. Targeted written (including alternative formats where necessary) or verbal questioning to assess the candidate's underpinning knowledge would provide additional supporting evidence of competence. The demonstration and questioning would include collecting evidence of the candidate's knowledge and application of ethical standards and relevant federal, and state or territory legislation and regulations. This assessment may be carried out in a simulated or workplace environment.

Critical aspects for assessment and evidence required to demonstrate competency in this unit

A person who demonstrates competency in this unit must be able to provide evidence of:

- applying correct procedures for notifying client of inspection requirements and preparing visit schedules
- safely and correctly applying procedures for inspecting, assessing and drafting livestock
- applying correct procedures for accurately establishing ownership and encumbrances on livestock
- understanding and applying risk management strategies associated with inspecting and drafting livestock and descriptions
- correctly completing documentation relating to sale of livestock
- understanding and applying agency codes, ethical standards and relevant federal, and state or territory legislation and regulations in relation to the sale of livestock.

Context of and specific resources for assessment

Resource implications for assessment include access to:

- federal, and state or territory legislation and regulations relevant to livestock inspections and sales
- livestock
- NVD, NLIS and other relevant documentation on livestock
- venue for inspecting and drafting livestock, including

staff and equipment required for drafting livestock.

Where applicable, physical resources should include equipment modified for people with disabilities.

Access must be provided to appropriate learning and/or assessment support when required.

Assessment processes and techniques must be culturally appropriate, and appropriate to the language and literacy capacity of the candidate and the work being performed.

Validity and sufficiency of evidence require that:

- competency will need to be demonstrated over a period of time reflecting the scope of the role and the practical requirements of the workplace
- where the assessment is part of a structured learning experience the evidence collected must relate to a number of performances assessed at different points in time and separated by further learning and practice with a decision of competence only taken at the point when the assessor has complete confidence in the person's competence
- all assessment that is part of a structured learning experience must include a combination of direct, indirect and supplementary evidence
- where assessment is for the purpose of recognition (RCC/RPL), the evidence provided will need to be current and show that it represents competency demonstrated over a period of time
- assessment can be through simulated project-based activity and must include evidence relating to each of the elements in this unit.

In all cases where practical assessment is used it will be combined with targeted questioning to assess the underpinning knowledge. Questioning will be undertaken in such a manner as is appropriate to the language and literacy levels of the candidate and any cultural issues that may affect responses to the questions, and will reflect the requirements of the competency and the work being performed.

Range Statement

RANGE STATEMENT

The range statement relates to the unit of competency as a whole. It allows for different work environments and situations that may affect performance. Bold italicised wording in the performance criteria is detailed below. Add any essential operating conditions that may be present with training and assessment depending on the work situation, needs of the candidate, accessibility of the item, and local industry and regional contexts.

- Livestock*** may include:
- alpacas
 - cattle
 - deer
 - goats
 - horses
 - ostriches
 - pigs
 - sheep.
- Inspection requirements*** may include:
- conditions of inspection, including:
 - on the water
 - paddock
 - yarding
 - date of inspection
 - time of inspection
 - venue of inspection.
- Sale details*** may include:
- date of sale
 - time of sale
 - venue for sale.
- Parties*** may include:
- buyers
 - saleyards
 - sellers.
- Client instructions*** may include:
- advertising
 - drafting for presentation
 - livestock descriptions
 - NLIS tags
 - ownership details
 - proceeds distribution, including:
 - payment to owners
 - splits between partners, holders or encumbrances, financial institutions and other third parties
 - reserve prices
 - transportation requirements.
- Assessment of livestock*** may include:
- dentition
 - fat score
 - weight.
- Agreed criteria*** may include:
- age

- breed
- pregnancy status
- sex
- weight
- specific breed requirements, including:
 - fat
 - wool.

Encumbrances may include:

- agent fees
- bills of sale
- livestock mortgages
- overdraft.

Method of sale may include:

- saleyard auctions
- direct consignment
- electronic - Auctions Plus
- forward contract
- on-property auctions and feature sales
- over the hooks marketing
- private paddock sale.

Documentation may include:

- animal health statement
- crossing papers
- delivery dockets for feedlots and shipping
- footrot-free declarations
- NVD
- NLIS tags
- pregnancy test data
- sale contracts
- stud registration papers
- veterinary certificates
- waybills.

Unit Sector(s)

Unit sector Property development, sales and management

Competency field

Competency field Stock and station agency

