



Australian Government

FBPSS00024 Cellar Door Sales Skill Set

Release 1

FBPSS00024 Cellar Door Sales Skill Set

Modification History

Release	Comments
Release 1	This version released with FBP Food, Beverage and Pharmaceutical Training Package Version 2.0. Supersedes <i>FDFSS00001 Cellar Door Sales Induction</i> . Updated unit codes and titles.

Description

This skill set addresses the entry level skills required by individuals working in cellar door sales within the wine industry.

Pathways Information

These units of competency provide credit towards a number of qualifications in the *FBP Food, Beverage and Pharmaceutical Training Package*, including:

- FBP20518 Certificate II in Wine Industry Operations
- FBP30918 Certificate III in Wine Industry Operations.

Licensing/Regulatory Information

No occupational licensing or regulatory requirements apply to this skill set at the time of publication.

Skill Set Requirements

- FBPCDS2001 Conduct a standard product tasting
- FBPCDS2003 Sell cellar door products and services
- FBPWIN2003 Conduct sensory evaluation of wine
- SITHFAB002 Provide responsible service of alcohol
- SITXCCS003 Interact with customers

Target Group

This skill set is for individuals that are new to cellar door sales and need to obtain skills and knowledge to perform effectively in a sales role.

Suggested words for Statement of Attainment

These competencies from the *FBP Food, Beverage and Pharmaceutical Training Package* meet the industry requirements for new workers in cellar door sales within the wine industry.