



**Australian Government**

# **MTM7011 Graduate Certificate in Agribusiness**

**Release: 1**

## **MTM70111 Vocational Graduate Certificate in Agribusiness**

### **Modification History**

Not Applicable

## Description

This qualification provides a general vocational outcome in agribusiness. It reflects the role of individuals who apply substantial specialised knowledge and skills to the managerial role in an organisation or business area. In these roles they make significant high-level independent judgements in major planning, research, design, operational, compliance and management functions within highly varied or specialised agribusiness contexts.

The agrifood industry strongly affirms that training and assessment leading to recognition of skills must be undertaken in a real or very closely simulated workplace environment and this qualification requires all units of competency to be delivered in this context.

### Job roles

Occupational titles may include:

- senior manager
- export/marketing manager
- research and development manager
- processing systems manager
- compliance and systems manager.
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## Pathways Information

### Pathways into the qualification

Candidates may enter the qualification through a number of entry points which demonstrate their potential to undertake study at graduate level, including:

- an Advanced Diploma or Diploma qualification relevant to an agrifood industry
- relevant extensive vocational experience in middle management in an agrifood industry at a skill level commensurate with the AQF level VI attributes and criteria
- higher education qualification (e.g. Bachelor Degree), with relevant vocational experience in an agrifood industry.

This qualification is suited to Australian Apprenticeship pathways

### Pathways from the qualification

After achieving this qualification, candidates may undertake:

- a Graduate Diploma of Agribusiness
- a post-graduate qualification.
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## Licensing/Regulatory Information

### Licensing, legislative, regulatory or certification considerations

Units of competency in this qualification do not require a licence or certification.

## Entry Requirements

Not Applicable

## Employability Skills Summary

### EMPLOYABILITY SKILLS QUALIFICATION SUMMARY

Industry/enterprise requirements for this qualification include:

Employability Skill	Industry/enterprise requirements for this qualification include:
Communication	<ul style="list-style-type: none"> <li>• interacting and negotiating in a range of cross-cultural contexts in relation to the business of the enterprise</li> <li>• developing collaborative relationships and cultivating new and existing partnerships</li> <li>• consulting with stakeholders to question, clarify issues, seek opinions and elicit feedback</li> <li>• developing plain English written text which deals with complex issues and concepts</li> </ul>
Teamwork	<ul style="list-style-type: none"> <li>• leading a team, workgroup or unit and being aware of employee needs and requirements</li> <li>• building trust, confidence, respect and cooperation within and between teams</li> <li>• leading and motivating a team in establishing productive networks, partnerships and other relationships</li> <li>• creating a collective responsibility for innovation and changes in practice to respond to new technology, market needs or other business factors</li> </ul>
Problem solving	<ul style="list-style-type: none"> <li>• identifying, collecting, analysing and interpreting data using a variety of research and data collection methods</li> <li>• analysing business data using data analysis and decision-making techniques to produce information for the business</li> <li>• undertaking risk assessment, reviewing feedback and planning improvement to business operations</li> <li>• working with teams with diverse emotional and multiple intelligences and thinking skills</li> <li>• systematically evaluating strategic inputs, processes and outputs of the business</li> <li>• developing strategies to implement new procedures and technology within the business</li> </ul>
Initiative and enterprise	<ul style="list-style-type: none"> <li>• influencing and shaping strategic thinking and inspiring others through a shared vision</li> <li>• promoting innovation and entrepreneurial thinking</li> <li>• seeking and developing new business opportunities</li> <li>• applying new procedures and technology to improve business performance</li> </ul>
Planning and organising	<ul style="list-style-type: none"> <li>• applying advanced project management techniques, including quality management and risk management</li> </ul>

<b>EMPLOYABILITY SKILLS QUALIFICATION SUMMARY</b>	
	<ul style="list-style-type: none"> <li>• preparing and lodging reports in accordance with organisational and business requirements</li> <li>• setting business targets and identifying resource requirements</li> <li>• establishing information management systems, and business policies and procedures</li> <li>• developing and implementing business strategies</li> <li>• reviewing business performance</li> </ul>
Self-management	<ul style="list-style-type: none"> <li>• developing and substantiating own views and ideas</li> <li>• providing leadership in OH&amp;S practice, ethical standards, legislative requirements and governance</li> <li>• reviewing own personal and professional competence against personal development objectives</li> <li>• supporting and using participative arrangements aimed at establishing trust</li> </ul>
Learning	<ul style="list-style-type: none"> <li>• reflecting upon and evaluating personal leadership style, and personal and professional competence</li> <li>• identifying and applying multiple perspectives and interpretations, and appropriate protocols and language in culturally diverse contexts</li> <li>• contributing to the learning of others in the organisation</li> </ul>
Technology	<ul style="list-style-type: none"> <li>• analysing and implementing technological and system requirements</li> <li>• applying foundation skills in using standard desktop applications</li> <li>• reviewing and implementing improved electronic business systems and networks within the organisation</li> <li>• using technology, including the internet, to access current legislative and regulatory requirements, codes of practice and industry guidelines</li> <li>• applying business management and project management software and tools</li> <li>• using communication and information technology to record, monitor and analyse data</li> <li>• conducting online research to obtain information about market opportunities</li> </ul>

## Packaging Rules

### Packaging Rules

Complete four elective units of competency, made up of:

- three units of competency from Group A (business leadership stream)
- one unit of competency from either Group A, not previously selected, or Group B (technical stream), or from a relevant Vocational Graduate Certificate or Diploma from this Training Package or any other Training Package or accredited course. The selected unit must not duplicate units already contained within the qualification.

### Qualification structure

<b>Group A Elective Units: Business leadership stream</b>	
MTMBUS701A Manage financial performance	BSBDES701A Research and apply design theory
MTMBUS702A Provide strategic leadership	MSACMG701A Prepare for and implement change
MTMBUS703A Communicate and negotiate in a culturally diverse context	MSACMG706A Build relationships between teams in a manufacturing environment
MTMBUS704A Develop and enhance collaborative partnerships and relationships	NWP704A Lead a project development
<b>Group B Elective Units: Technical stream</b>	
MTMBUS705A Develop and manage international business operations	MTMPSR606A Assess and purchase livestock
MTMBUS706A Commercialise research and technology product/idea	NWP706A Review and evaluate water and wastewater sustainability objectives
BSBCOM601B Research compliance requirements and issues	NWP707A Analyse and review water treatment plant technology