



Australian Government

Assessment Requirements for SIRXSL005 Plan to trade internationally

Release: 1

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Modification History

Not applicable.

Performance Evidence

Evidence of the ability to complete tasks outlined in elements and performance criteria of this unit in the context of the job role, and:

- research one international marketplace and analyse the following information to determine suitability for expansion:
 - cultural and social environment
 - customer profile and preferences
 - marketplace features
 - competitive environment
 - growth potential
 - financial considerations:
 - currency and exchange rates
 - payment infrastructures, preferences and systems
 - taxes and tax laws
 - logistics and fulfilment considerations
 - legal and regulatory compliance requirements
 - ethical considerations
 - trade agreements
 - risks versus opportunities
 - customs clearance
- use the above findings to document a plan for expansion into one international marketplace detailing:
 - platform and systems requirements:
 - payment
 - security
 - risks and contingency plans
 - marketing and promotional plans
 - supply chain and logistics
 - product and pricing adjustments
 - performance indicators
 - resourcing requirements:
 - internal

- third party
- timelines.

Knowledge Evidence

Demonstrated knowledge required to complete the tasks outlined in elements and performance criteria of this unit:

- major international marketplaces for trade outside of Australia
- key considerations when planning entry into international marketplace:
 - cultural and social environment
 - customer profile and preferences
 - marketplace features
 - competitive environment
 - growth potential
 - financial considerations:
 - currency and exchange rates
 - payment infrastructures, preferences and systems
 - taxes and tax laws:
 - sales tax
 - import duties
 - transactional taxes
 - hidden costs
 - logistics and fulfilment considerations
 - legal and regulatory compliance requirements
 - ethical considerations
 - trade agreements
 - risks versus opportunities
 - customs clearance
 - suitability of products to local customer demand
 - strategies for developing customer trust, reputation and credibility
 - primary local language
 - local marketing and promotional strategies
- supply chain and logistics for international trade:
 - product tracking
 - third-party logistic providers
 - fulfilment options
 - associated costs
 - delivery timeframes
 - customs and quarantine
 - shipping tax

- third-party service providers relevant to international trade
- international distribution:
 - laws
 - service providers, both domestic and international
 - supply logistics
 - packaging and labelling requirements
 - competitive pricing strategy for international markets
- techniques to analyse international marketplaces and determine viability of trading within the marketplace
- common risks associated with international trade and appropriate contingency strategies
- tools for monitoring sales and performance in international markets.

Assessment Conditions

Skills must be demonstrated in a service industries environment. This can be:

- an industry workplace
- a simulated industry environment.

Assessment must ensure access to:

- information technology hardware and software
- online information systems.

Assessors must satisfy the Standards for Registered Training Organisations' requirements for assessors.

Links

Companion Volume Implementation Guides -

<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=ca051b1b-5101-4ec2-ac1c-49699303188d>