



Australian Government

TLIR5007 Manage international purchasing

Release: 1

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Modification History

Release 1. This is the first release of this unit of competency in the TLI Transport and Logistics Training Package.

Application

This unit involves the skills and knowledge required to manage international purchasing of specific goods in accordance with workplace policies and procedures, and regulatory frameworks, in various contexts within the transport and logistics industry.

It includes developing, documenting and implementing regular and complex international purchasing strategies, determining payment strategies, arranging barter or counter trading and determining logistics strategies. It also includes evaluating international purchasing strategies and implementing identified improvements.

The unit generally applies to those who lead individuals or teams.

No licensing, legislative or certification requirements apply to this unit at the time of publication.

Pre-requisite Unit

Not applicable.

Competency Field

R – Contract Procurement

Unit Sector

Not applicable.

Elements and Performance Criteria

ELEMENTS

Elements describe the essential outcomes.

1 Develop and document strategies for international purchasing

PERFORMANCE CRITERIA

Performance criteria describe the performance needed to demonstrate achievement of the element.

- 1.1 Strategic implications for international purchasing are researched and analysed
- 1.2 International market structures are researched
- 1.3 Export requirements of supplier country are

researched and analysed

1.4 Strategies for international purchasing are drafted and submitted for approval

2 Implement international purchasing strategies

2.1 International purchasing strategies are communicated to relevant personnel and stakeholders

2.2 Support is provided to stakeholders to implement international purchasing strategies

2.3 Implementation of international purchasing strategies is monitored

2.4 Problems and issues arising from implementation of international purchasing strategies are identified and addressed

3 Undertake more complex international purchasing

3.1 Export markets and cultural considerations having a potential impact on international purchasing are researched and appropriate markets are chosen

3.2 International legal requirements on sale of goods and Australian regulatory controls applicable to imports into Australia are researched and applied as appropriate

3.3 Relevant Incoterms and trade terms are applied

3.4 Exception clauses to business conditions are drafted

3.5 Discrepancies are clarified and resolved to the satisfaction of all parties

4 Determine payment strategies

4.1 Financial risk management is analysed and available controls are implemented

4.2 Source and availability of funds for payment are identified

4.3 Currency payment methods – hedging, letters of credit, and payment by cheque upon/after shipment – are researched and analysed

4.4 Currency payment methods appropriate to the situation are selected

4.5 Expenditure phasing is planned and implemented

- 5 Arrange barter or countertrade**
- 5.1 Strategic implications of arranging specific barter or countertrade are researched and analysed
 - 5.2 Suppliers willing to engage in international barter or countertrade are determined
 - 5.3 Commercial conditions for proposed barter or countertrade are negotiated, and agreement is reached with partners
 - 5.4 Draft contract is prepared and legal expertise is accessed to check legality of contract agreement
 - 5.5 Contracts are approved and issued
- 6 Determine logistics strategies**
- 6.1 Requirements for pre-shipment inspection are ascertained and arrangements are made
 - 6.2 Shipping and other transport risks and facilities are researched and analysed
 - 6.3 Regulatory compliance requirements for importation into Australia are researched and analysed
 - 6.4 Logistics strategies for the organisation are developed to take account of appropriate transport, insurance and regulatory compliance requirements
 - 6.5 Approval is gained from relevant personnel for implementation of logistics strategies
- 7 Evaluate international purchasing strategies and implement identified improvements**
- 7.1 Implementation of international purchasing strategies is reviewed
 - 7.2 Improvements to international purchasing strategies are identified from the review process
 - 7.3 Approval is gained to implement improvements to international purchasing strategies
 - 7.4 Changes are communicated to relevant stakeholders and support is provided to implement improvements
 - 7.5 Implementation of changes is monitored and reviewed to determine effectiveness of improvements

Foundation Skills

Foundation skills essential to performance are explicit in the performance criteria of this unit of competency.

Range of Conditions

Range is restricted to essential operating conditions and any other variables essential to the work environment.

Non-essential conditions can be found in the Companion Volume Implementation Guide.

Unit Mapping Information

This unit replaces and is equivalent to TLIR5007A Manage international purchasing.

Links

Companion Volume implementation guides are found in VETNet -

<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=df441c6e-213d-43e3-874c-0b3f7036d851>