



Australian Government

ACMEQU416 Manage presentation of horses for sale or show

Release: 1

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Modification History

Release	Comments
Release 1	This version released with ACM Animal Care and Management Training Package Version 5.0.

Application

This unit of competency covers the skills and knowledge required to prepare, oversee and present horses for sale or show. It includes knowledge of breed standards, and a range of sport, sales and show requirements, including for events held online and at physical venues.

The unit applies to individuals who have responsibility for coordinating the preparation and presentation of horses for sale or show events. They work autonomously and in teams and apply technical knowledge of horses to optimise their presentation. They provide and communicate solutions for predictable and unpredictable problems related to sale and show events.

Commonwealth and state/territory health and safety and animal welfare legislation, regulations and codes of practice relevant to interacting with horses apply to workers in this industry. Requirements vary between industry sectors and jurisdictions.

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

Pre-requisite Unit

Nil

Unit Sector

Equine (EQU)

Elements and Performance Criteria

Elements	Performance Criteria
<i>Elements describe the essential outcomes.</i>	<i>Performance criteria describe the performance needed to demonstrate achievement of the element.</i>
1. Plan preparation for horse sale or show event	1.1 Identify and determine presentation and preparation requirements for specific sale or show event, addressing online and/or physical

Elements	Performance Criteria
<i>Elements describe the essential outcomes.</i>	<i>Performance criteria describe the performance needed to demonstrate achievement of the element.</i>
	requirements 1.2 Liaise with relevant event organisers to clarify and confirm involvement at sale or show event 1.3 Develop a preparation plan that includes horse exercise or conditioning program and required health checks 1.4 Conduct a safety and biosecurity risk assessment and determine control measures 1.5 Organise corporate branding and presentation requirements for sale or show event
2. Prepare horses for sale or show event	2.1 Assess risks associated with horse level of education and handling experience, and implement control measures 2.2 Train horses to be accustomed to gear and equipment used during preparation phase and for sale or show 2.3 Rug horses according to safety, weather and required presentation standards, where required 2.4 Train and condition horses, taking into consideration age and fitness level, using safe, low stress techniques 2.5 Prepare horses for travel, proximity to other horses and for sale or show environments
3. Present horses at sale or show to maximise potential for success	3.1 Identify and comply with specific sale or show venue requirements for presentation of horses 3.2 Confirm handler dress requirements and corporate or team branding complies with sale or show requirements 3.3 Coordinate preparation and grooming of individual horses to emphasise conformation qualities 3.4 Monitor horse health and identify early stress indicators in a show or sale environment 3.5 Present individual horses for inspection, performing required actions according to sale or show requirements
4. Finalise sale or show event activities	4.1 Organise relevant documentation and handover and transportation of horses as required 4.2 Evaluate outcomes of the sale or show with relevant personnel and determine improvements to planning future sale or show events

Foundation Skills

This section describes those language, literacy, numeracy and employment skills that are essential for performance in this unit of competency but are not explicit in the performance criteria.

Skill	Description
Reading	Access and interpret textual information in formal sale or show documentation
Writing	Prepare and sequence a structured plan, consolidating information gathered in print-based or digital formats
Numeracy	Sequence timing of activities and dates to prepare a schedule or timetable

Unit Mapping Information

Code and title current version	Code and title previous version	Comments	Equivalence status
ACMEQU416 Manage presentation of horses for sale or show	ACMPHR406 Manage the presentation of young horses	Title changed Unit sector changed to EQU Elements and Performance Criteria updated and reordered for clarity Foundation Skills table and Assessment Requirements updated	Not equivalent

Links

Companion Volumes, including Implementation Guides, are available at VETNet: - <https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=b75f4b23-54c9-4cc9-a5db-d3502d154103>

Assessment Requirements for ACMEQU416 Manage presentation of horses for sale or show

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Performance Evidence

An individual demonstrating competency must satisfy all of the elements and performance criteria in this unit.

There must be evidence that the individual has:

- documented and implemented a plan to present two horses at a sale and/or show event.
The two horses may be presented at the same event or each at different events, including:
 - prepared an exercise or conditioning and training program and schedule
 - incorporated a risk assessment and control measures
- coordinated the presentation of at least two different horses at the same sale or show event or different sale or show events
- updated the preparation plan based on an evaluation of sale or show outcomes.

Knowledge Evidence

An individual must be able to demonstrate the knowledge required to perform the tasks outlined in the elements and performance criteria of this unit. This includes knowledge of:

- factors to consider in planning horses for sale or show, including:
 - type of event – physical venue or online
 - event requirements, rules and regulations
 - age and breed of horses
 - presentation requirements for horse breed and/or breed society standards
 - resources – gear, equipment, corporate branding
 - horse preparation – training, conditioning and exercising
 - corporate or team branding – uniforms, equipment, banners
- formats and features of action plans, including scheduling and risk assessment matrix
- factors to consider in preparing horses for sale or show, including:
 - behavioural features
 - training needs, including limitations of young horses

- horse conformation
- exercise and conditioning techniques, including:
 - effects on physical development
 - safe, low stress techniques
 - types of exercise equipment
- techniques for training or habituating horses to:
 - a range of gear
 - equipment, including clippers, dryers and sprays
 - proximity to other horses, including for transportation
 - sale or show environments, including loud noises, music, lights
- horse presentation techniques, including:
 - trimming or clipping
 - grooming and use of coat enhancers
 - exercise activities to enhance appearance and condition
 - team or corporate branding
 - use of photographs and videos for highlighting horse features
- strategies and techniques to maximise horse potential in sale or show, including for physical venues and online events
- sale or show event finalisation procedures, including:
 - handover of horses sold at sale – ownership and insurance requirements
 - transportation and care requirements
 - completion of required documentation
- key requirements of current codes of practice and legislation relevant to horses, including:
 - work, health and safety, including safely interacting with horses and use of personal protective equipment (PPE)
 - animal welfare, including safe, humane and ethical care of horses, including consideration of the concept of social licence to operate
 - biosecurity
 - transportation of horses.

Assessment Conditions

Assessment of the skills in this unit of competency must take place under the following conditions:

- physical conditions:
 - an equine workplace and a sale or show venue, or an environment that accurately represents workplace or sale or show conditions
- resources, equipment and materials:
 - various live horses assessed as suitable for the experience and skill of the individual as specified in the performance evidence
 - appropriate gear and equipment for horses

- PPE for handler applicable for activities.

The *Companion Volume: User Guide: Safety in Equine Training* provides advice and sample templates to assist assessors with the risk assessments that should be undertaken to help ensure the safety of all involved in the assessment.

Assessors of this unit must satisfy the requirements for assessors in applicable vocational education and training legislation, frameworks and/or standards.

Links

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