



Australian Government

AHCBAC409 Provide advice on agronomic products

Release: 1

AHCBA409 Provide advice on agronomic products

Modification History

Release	Comments
Release 1	This version released with AHC Agriculture, Horticulture and Conservation and Land Management Training Package Version 6.0.

Application

This unit of competency describes the skills and knowledge required to identify customer needs and provide advice on agronomic products.

The unit applies to individuals who apply specialist skills and knowledge to providing advice on agronomic products, including fertilisers. This includes applying and communicating non-routine technical solutions to predictable and unpredictable problems.

All work must be carried out to comply with workplace procedures, health and safety in the workplace requirements, legislative and regulatory requirements, and sustainability and biosecurity practices.

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

Pre-requisite Unit

Nil

Unit Sector

Broad Acre Cropping (BAC)

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. Establish customer needs	1.1 Use interpersonal skills to engage customer and identify needs 1.2 Handle customer enquiries courteously and promptly according to workplace procedures and legislative requirements 1.3 Match available products to customer needs and ecological

Elements	Performance Criteria
<i>Elements describe the essential outcomes.</i>	<i>Performance criteria describe the performance needed to demonstrate achievement of the element.</i>
	considerations
2. Research and provide product advice	2.1 Research and update knowledge and understanding of agronomic products and related products from authoritative sources 2.2 Research local workplace and district requirements for agronomic products 2.3 Provide advice to customer in a timely and professional manner according to workplace procedures and legislative requirements 2.4 Exhibit or demonstrate products safely to customer according to workplace procedures and legislative requirements 2.5 Organise product trials when required 2.6 Address customer concerns and questions and suggest alternative or additional products to meet requirements 2.7 Provide safety information to the customer for recommended products

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	Interpret textual information from a range of sources to identify relevant and key information about agronomic and related product range, and legislative requirements
Oral communication	Use clear language with customers to gather information and match products to customer needs

Unit Mapping Information

Code and title current version	Code and title previous version	Comments	Equivalence status
AHCBA409	AHCMER404	Unit code and unit sector	Equivalent

Provide advice on agronomic products	Provide advice on agronomic products	changed Performance criteria clarified Foundation skills added Assessment requirements updated	
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Links

Companion Volumes, including Implementation Guides, are available at VETNet: -
<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=c6399549-9c62-4a5e-bf1a-524b2322cf72>

Assessment Requirements for AHCBA409 Provide advice on agronomic products

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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 provided advice on agronomic products and related products on at least three occasions, and has:

- engaged with and advised customer on the range of products available for the purpose and growing environment of the client
- complied with relevant legislative requirements in sales environments, including fair trading, trade practices and sale of goods legislation and public liability
- represented the workplace in a professional manner when dealing with customers
- researched sources of agronomic information to retain technical currency in all aspects of agronomy relevant to local district requirements
- applied workplace procedures for providing advice on agronomic products and related products
- demonstrated agronomic or related products
- applied workplace health and safety procedures for the safe handling of agronomic and related products.

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:

- local workplace, district and customer agronomic requirements
- legislative requirements in sales environments, including fair trading, trade practices and sales of goods legislation and public liability
- agronomic products, including fertilisers and crop seeds, and their uses
- industry terminology for agronomic products and related products
- legislative requirements relevant to fertilisers and certified seeds
- workplace procedures for providing advice on agronomic products and related products
- workplace health and safety procedures for the safe handling of products.

Assessment Conditions

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

- physical conditions:
 - a workplace setting or an environment that accurately represents workplace conditions
- resources, equipment and materials:
 - agronomic products and related products
- specifications:
 - legislative requirements relevant to sales environments, including fair trading, trade practices and sales of goods legislation and public liability
 - legislative requirements relevant to fertilisers and certified seeds
 - workplace procedures relevant to providing advice on agronomic products and related products
 - workplace health and safety procedures for the safe handling of agronomic and related products
- relationships:
 - customers.

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

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