



Australian Government

Assessment Requirements for AHCCHM406 Provide advice and sell farm chemicals

Release: 1

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Modification History

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

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 and sold farm chemicals on at least three occasions, and has:

- engaged with and advised customer on the range of products available, received information and created additional sales opportunities
- 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 farm chemical supplier information to retain technical currency in all aspects of farm chemicals relevant to local district requirements
- applied workplace procedures for providing advice on farm chemicals and related products
- discussed benefits of products and non-chemical alternatives
- supplied Safety Data Sheets (SDS) with all registered chemicals
- encouraged add on sales and repeat sales
- applied workplace health and safety procedures for the safe handling of farm chemicals 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:

- principles of customer service and sales techniques
- requirements of local or specific customers for farm chemicals
- legislative requirements in sales environments, including fair trading, trade practices and sale of goods legislation and public liability
- workplace procedures for providing advice on farm chemicals and related products
- potential environmental impact of chemicals

- chemical formulations, available proprietary products and their applications
- the content and legal status of registered chemical labels
- hazardous chemical (HAZCHEM) code, Australian Dangerous Goods Code, pesticides and environmental legislation, chemical safety legislation and regulations, and workplace health and safety procedures relevant to the safe handling of farm chemicals and related products
- licences or accreditation relevant to the sale and handling of farm chemicals.

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:
 - farm chemicals
 - SDS for registered chemicals
- specifications:
 - legislative requirements relevant to sales environments, including fair trading, trade practices and sale of goods legislation and public liability
 - workplace procedures for providing advice on farm chemicals and related products
 - HAZCHEM code, Australian Dangerous Goods Code, pesticides and environmental legislation, chemical safety legislation and regulations, and workplace health and safety procedures relevant to the safe handling of farm chemicals 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.

Links

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