



**Australian Government**

# **Assessment Requirements for AHCLSK512 Arrange marketing of livestock**

**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 Release 11.0. |

## 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 arranged marketing of livestock on at least one occasion, and has:

- identified appropriate markets and sales opportunities
- calculated cost of production and target sale price
- selected sales outlets
- selected selling method and negotiated with brokers, sellers and agents
- prepared, documented and implemented marketing plan
- ensured that the product meets legislative and industry requirements for fitness for sale
- coordinated sales and transport logistics for livestock products
- analysed sales data and trends to maximise future profit margins.

## Knowledge Evidence

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

- principles and practices for arranging marketing of livestock, including:
  - market specifications for the products produced
  - quality assurance procedures and their implementation
  - sales outlets
  - current and alternate sale methods
  - preparation of livestock and transportation systems
  - price risk and sales strategies
  - sales analysis
  - workplace and industry policies and codes of practice with regard to livestock sales transportation, recording and reporting requirements

- market access requirements, including Minimum Residue Levels (MRLs) and the variance between countries, and withholding periods after treatment.

## 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:
  - computer hardware and software relevant to researching livestock market, and documenting marketing plan
- specifications:
  - workplace and industry policies and codes of practice with regard to livestock sales transportation, recording and reporting requirements applicable to arranging marketing of livestock
- relationships:
  - agents, brokers and buyers
- time frames:
  - according to job requirements.

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>