



**Australian Government**

# **Assessment Requirements for AHCMER403 Provide advice and sell farm chemicals**

**Release: 1**

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## Modification History

| Release | TP Version | Comment         |
|---------|------------|-----------------|
| 1       | AHCv1.0    | Initial release |

## Performance Evidence

The candidate must be assessed on their ability to integrate and apply the performance requirements of this unit in a workplace setting. Performance must be demonstrated consistently over time and in a suitable range of contexts.

The candidate must provide evidence that they can:

- engage customers, in relation to giving advice, receiving information and creating additional sales opportunities
- assess and demonstrate cost benefits of products
- ensure that information and directions on the product label are understood by the customer
- research supplier information
- supply Safety Data Sheets (SDSs) with all registered chemicals
- encourage add on sales and represent the enterprise in a professional manner
- follow enterprise work health and safety policies

## Knowledge Evidence

The candidate must demonstrate knowledge of:

- potential environmental impact of chemicals
- enterprises business values, structure, products and services
- chemical formulations, available proprietary products and their applications
- the content and legal status of registered chemical labels
- relevant HAZCHEM, AGSAFE, Australian Dangerous Goods, work
- • health and safety, industry, fair trading, trade practices, and sales of goods legislation
- enterprise policies and procedures relating to customer service
- relevant licences/accreditation regarding the sale and handling of farm chemicals
- work health and safety, pesticides and environmental legislation, codes of practice and enterprise procedures

## Assessment Conditions

Competency is to be assessed in the workplace or simulated environment that accurately reflects performance in a real workplace setting.

Assessors must satisfy current standards for RTOs.

## Links

Companion Volume implementation guides are found in VETNet -

<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=c6399549-9c62-4a5e-bf1a-524b2322cf72>