



Australian Government

AHCMER404 Provide advice on agronomic products

Release: 1

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Modification History

Release	TP Version	Comment
1	AHCv1.0	Initial release

Application

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

All work must be carried out to comply with workplace procedures, work health and safety legislation and codes, and sustainability practices.

This unit applies to rural products merchandisers whose job role includes providing advice on agronomic products including fertilisers.

This unit applies to individuals who take responsibility for their own work and provide and communicate solutions to a range of predictable and sometimes unpredictable problems.

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

Pre-requisite Unit

Nil.

Unit Sector

Merchandising and Sales (MER)

Elements and Performance Criteria

Element	Performance criteria
Elements describe the essential outcomes.	Performance criteria describe the performance needed to demonstrate achievement of the element.
1. Identify customer needs	1.1 Use interpersonal skills to identify customer needs 1.2 Handle customer enquiries courteously and promptly in accordance with enterprise and legislative requirements 1.3 Match available products to customer needs and against ecological considerations

Element	Performance criteria
	1.4 Research and update knowledge and understanding of agronomic products and related products from authoritative sources 1.5 Research local enterprise and district requirements for agronomic products
2. Provide product advice	2.1 Provide advice that addresses customer needs in a timely and professional manner and is in line with enterprise and legislative requirements 2.2 Exhibit or demonstrate products to customer in line with enterprise procedures and legislative requirements 2.3 Organise product trials of products when required 2.4 Suggest alternative and additional products and services 2.5 Address customers concerns and questions in line with enterprise requirements 2.6 Provide relevant safety information to the customer for recommended products

Foundation Skills

Foundation Skills essential to performance are explicit in the performance criteria of this unit of competency.

Range of Conditions

Unit Mapping Information

This unit is equivalent to AHCMER404A Provide advice on agronomic products.

Links

Companion Volume implementation guides are found in VETNet - <https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=c6399549-9c62-4a5e-bf1a-524b2322cf72>