



Australian Government

AHCNSY304 Deliver and promote sales of plants

Release: 1

AHCNSY304 Deliver and promote sales of plants

Modification History

Release	TP Version	Comment
1	AHCv1.0	Initial release

Application

This unit of competency describes the skills and knowledge required to transport and deliver plants to retail outlets and other nurseries and the associated task of maintaining promotional displays.

It applies to individuals who take responsibility for their own work and for the quality of the work of others. They use discretion and judgement in the selection, allocation and use of available resources. All work is carried out to comply with workplace procedures.

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

Nursery (NSY)

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. Prepare to provide marketing support	1.1 Identify product list, clients, delivery schedule and transport vehicle 1.2 Select tools, equipment and machinery suitable for delivery requirements 1.3 Carry out pre-operational and safety checks on tools, equipment and machinery 1.4 Select and prepare plants identified in orders, sample specifications and delivery schedule and load

Element	Performance criteria
	1.5 Identify work health and safety hazards, assess risks and implement control measures 1.6 Select, use and maintain suitable personal protective equipment (PPE)
2. Deliver plants	2.1 Maintain stock 2.2 Update and maintain current stock lists 2.3 Maintain regular delivery service 2.4 Supply clients with information about stock availability on request 2.5 Complete delivery documentation
3. Maintain off-site displays	3.1 Check off-site product displays regularly 3.2 Maintain displays 3.3 Provide marketing support with due consideration of environmental implications
4. Promote sales	4.1 Inform retailers of available promotional literature with particular stock lines 4.2 Dispatch regular sales memos 4.3 Prepare advanced lists for seasonal promotions 4.4 Complete sales, promotional and marketing documentation

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 AHCNSY304A Deliver and promote sales of plants.

Links

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

Assessment Requirements for AHCNSY304 Deliver and promote sales of plants

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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:

- calculate orders, sales figures, ratios, proportions and application rates
- communicate with clients, work team members and supervisors
- coordinate own activities to deliver and maintain plant orders
- estimate treatment and product requirements, material sizes and quantities
- interpret and apply delivery schedules and marketing plans
- maintain mobile and remote displays and samples
- use reporting and work procedure documents

Knowledge Evidence

The candidate must demonstrate knowledge of:

- the principles and practices of delivering and promoting plants
 - botanical, common and trade names, growth habits, and presentation requirements for display of plants
 - industry labelling standards and methods
 - practical understanding of the range of plants available from the enterprise
 - standards and methods for the preparation and dispatch of promotional literature and lists for seasonal promotions
 - standards and methods of packaging, and delivery of plant orders, samples and displays

Assessment Conditions

Assessors must satisfy current standards for RTOs.

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