



Australian Government

Assessment Requirements for AHCNSY311 Promote sales of plants

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 delivered and promoted sales of plants on at least three occasions, and has:

- communicated promotions and stock availability with clients
- interpreted and applied delivery schedules and marketing plans
- coordinated own activities to deliver and maintain plant orders
- applied workplace health and safety requirements
- checked and maintained mobile and remote displays and samples where required
- provided marketing support
- completed delivery, sales, promotional and marketing documentation.

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:

- the principles and practices of delivering and promoting sales of plants, including:
 - 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 workplace
 - 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
- workplace requirements applicable to health and safety in the workplace for delivery and promoting sales of plants.

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:
 - plants
 - product and client list and delivery schedule
 - promotional material
- specifications:
 - workplace requirements applicable to health and safety in the workplace for delivery and promoting sales of plants
- relationships:
 - clients
- timeframes:
 - 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>