



Australian Government

AHCPCM401 Recommend plants and cultural practices

Release: 1

AHCPCM401 Recommend plants and cultural practices

Modification History

Release	TP Version	Comment
1	AHCv1.0	Initial release

Application

This unit of competency describes the skills and knowledge required to recommend plants and cultural practices. It applies to both sales staff in plant nurseries and garden centres and others in the amenity horticulture industries.

It applies to individuals who analyse information and exercise judgement to complete a range of advanced skilled activities and demonstrate deep knowledge in a specific technical area. They have accountability for the work of others and analyse, design and communicate solutions to a range of complex problems. 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

Plants culture and management (PCM)

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 client preferences and requirements	1.1 Initiate contact with the client when appropriate 1.2 Clarify the purpose of the planting and cultural and environmental factors of the intended planting site by gathering all relevant information from the client 1.3 Use botanical and common names to describe plants
2. Select plants to suit	2.1 Identify plants and their growth and performance characteristics

Element	Performance criteria
specific situations	that suit the specific situation using research and experiential awareness 2.2 Compare, assess and evaluate available plants using sound problem-solving techniques 2.3 Determine the best choice based on reasoned argument, appropriate evidence, sound principles and customer needs
3. Advise on plants for specific situation	3.1 Explain performance characteristics and particular planting, cultural and maintenance requirements to the client 3.2 Refer to the original supplier of the plant where necessary 3.3 Respond to client requests for clarification or expansion by the use of attentive listening and questioning techniques 3.4 Record and report recommendations

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 AHPCPM401A Recommend plants and cultural practices.

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 AHPCPM401 Recommend plants and cultural practices

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:

- conduct literature and industry research, collate and analyse findings on plant species and cultivars, their characteristics and requirements
- comply with legislative requirements
- explain to the client work health and safety requirements or basic safety precautions relevant to the establishment and on-going maintenance of plants
- document client preferences and site particulars
- select plants that suit client preferences and suitability for the site
- report recommendations to the client that detail the types of plants chosen and their requirements

Knowledge Evidence

The candidate must demonstrate knowledge of:

- principles and practices for recommending plants and their cultural practices
 - customer service and communication skills
 - features of plant species and cultivars
 - innovation and recent practices in plant selection, use and performance
 - plant nomenclature (family, genus, species and cultivar) for the range of plants recommended by the enterprise
 - practical understanding of the physiology of the range of plants supplied and recommended by the enterprise and their comparative growth and performance characteristics in response to different cultural and environmental factors
 - principles and practices for the establishment and maintenance of plants
 - soil characteristics, particularly in relation to the geographical and climatic region from which clients generally originate

Assessment Conditions

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>