



Australian Government

AHCPCM401 Recommend plants and cultural practices

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 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 AHCPCM401A 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>