



**Australian Government**

**Department of Education, Employment and Workplace Relations**

# **AHC60310 Advanced Diploma of Agribusiness Management**

**Release 2**

## AHC60310 Advanced Diploma of Agribusiness Management

### Modification History

Release	TP Version	Comments
2	AHC10v4	Equivalent imported Units updated
1	AHC10	Initial release

### Description

This qualification reflects the roles of individuals working in a range of agribusinesses. The units covered in this qualification are uniquely contextualised for the agribusiness sector and reflect the need for agribusiness specific management expertise in planning and analysis, financial and human resource management together with an emphasis on sustainability.

This qualification is also suited to the needs of individuals who possess significant theoretical agribusiness skills and knowledge that they would like to further develop in order to create further educational or employment opportunities.

### Pathways Information

#### Qualification pathways

##### Pathways into the qualification

This qualification may be accessed by direct entry.

#### Job roles

Job roles and titles vary across different industry sectors. Possible job titles relevant to this qualification include:

Rural and regional agribusiness manager (including lending managers, insurance brokers, machinery dealers, chemical resellers, stock agents, grain marketers, real estate agents)

Agriculture enterprise business managers

Production horticulture enterprise business managers

### Licensing/Regulatory Information

Not Applicable

## Entry Requirements

### Entry requirements

There are no entry requirements for this qualification.

## Employability Skills Summary

### EMPLOYABILITY SKILLS QUALIFICATION SUMMARY

EMPLOYABILITY SKILLS QUALIFICATION SUMMARY	
Employability Skill	Industry/enterprise requirements for this qualification include:
Communication	<ul style="list-style-type: none"> <li>• Listening and understanding</li> <li>• Speaking clearly and directly</li> <li>• Writing to audience needs</li> <li>• Interpreting the needs of internal/external customers</li> <li>• Establishing/using networks</li> <li>• Negotiating responsively</li> </ul>
Teamwork	<ul style="list-style-type: none"> <li>• Applying knowledge of own role as a part of a team</li> <li>• Applying teamwork skills to a range of situations</li> <li>• Identifying and using the strengths of other team members</li> </ul>
Problem-solving	<ul style="list-style-type: none"> <li>• Developing practical and creative solutions to workplace problems</li> <li>• Showing interdependence and initiative in identifying problems</li> <li>• Solving problems individually or in teams</li> <li>• Applying a range of strategies in problem solving</li> <li>• Using numeracy skills to solve problems</li> </ul>
Initiative and enterprise	<ul style="list-style-type: none"> <li>• Adapting to new situations</li> <li>• Being creative in response to workplace challenges</li> <li>• Identifying opportunities that might not be obvious to others</li> <li>• Translating ideas into actions</li> <li>• Developing a strategic, creative long-term vision</li> </ul>
Planning and organising	<ul style="list-style-type: none"> <li>• Collecting analysing and organising information</li> <li>• Using basic business systems for planning and organising</li> <li>• Being appropriately resourceful</li> <li>• Taking initiative and making decisions within workplace role</li> <li>• Participating in continuous improvement and planning processes</li> <li>• Working within or establishing clear project goals and deliverables</li> <li>• Determining or applying required resources</li> <li>• Allocating people and other resources to tasks and workplace</li> </ul>

**EMPLOYABILITY SKILLS QUALIFICATION SUMMARY**

	<p>requirements</p> <ul style="list-style-type: none"><li>• Managing time and priorities</li><li>• Adapting resource allocations to cope with contingencies</li></ul>
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**EMPLOYABILITY SKILLS QUALIFICATION SUMMARY**

Self-management	<ul style="list-style-type: none"> <li>• Having a personal vision and goals</li> <li>• Articulating own ideas and vision</li> <li>• Taking responsibility at the appropriate level</li> </ul>
Learning	<ul style="list-style-type: none"> <li>• Being open to learning, new ideas and techniques</li> <li>• Learning in a range of settings including informal learning</li> <li>• Managing own learning</li> <li>• Contributing to the learning of others</li> </ul>
Technology	<ul style="list-style-type: none"> <li>• Using basic technology skills</li> <li>• Using technology to organise data</li> <li>• Applying OHS knowledge when using technology</li> <li>• Applying technology as a management tool</li> </ul>

**Packaging Rules****Packaging Rules**

Completion of eight (8) elective units.

- a minimum of six (6) units must come from the elective units list
- a maximum of two (2) units may be selected from the elective units or units aligned to Diploma or Advanced Diploma in AHC10 or from any other currently endorsed training package or accredited course. Selected units must be relevant to job outcomes in agribusiness management.

**ELECTIVE UNITS****Agribusiness**

Unit code	Unit title
AHCAGB501A	Develop climate risk management strategies
AHCAGB502A	Plan and manage infrastructure requirements
AHCAGB601A	Develop export markets for produce
AHCAGB602A	Manage estate planning
AHCAGB603A	Manage the production system
AHCAGB604A	Analyse business performance

AHCAGB605A	Manage business capital
AHCAGB606A	Manage price risk through trading strategy

**Business**

Unit code	Unit title
AHCBUS601A	Manage capital works
AHCBUS602A	Review land management plans and strategies
AHCBUS603A	Develop and review a strategic plan
AHCBUS604A	Design and manage the enterprise quality management system
AHCBUS605A	Manage human resources
AHCBUS606A	Develop a monitoring, evaluation and reporting program
AHCBUS607A	Implement a monitoring, evaluation and reporting program
AHCBUS608A	Manage risk

**Work**

Unit code	Unit title
AHCWRK601A	Monitor projects in a program
AHCWRK602A	Lead and manage community or industry organisations
AHCWRK603A	Design and conduct a field-based research trial
CPPWMT5045A	Develop site safety plans
PSPPOL404A	Support policy implementation
SRXGOV001B	Participate as a member of an effective Board of an organisation
SRXGOV002B	Undertake the role of an individual Director of an organisation
SRXGOV003B	Undertake the role of a Chairperson at a Board meeting
SRXGOV004B	Work effectively with the Board of an organisation
SRXINU004A	Promote compliance with laws and legal principles

**Machinery operation and maintenance**

<b>Unit code</b>	<b>Unit title</b>
AHCMOM601A	Analyse machinery options

**Merchandising and sales**

<b>Unit code</b>	<b>Unit title</b>
AHCMER501A	Develop a sales strategy for rural products