



Australian Government

BSBINT409 Plan for international trade

Release: 1

BSBINT409 Plan for international trade

Modification History

Release	Comments
Release 1	This version first released with BSB Business Services Training Package Version 1.0.

Application

This unit describes the skills and knowledge required to effectively plan for the international trade of goods.

It applies to individuals with the skills and knowledge to evaluate options when planning for the international trade of goods. The planning activity will usually be in the context of providing a preliminary quotation, a quotation, supplementary advice on a quotation, or when evaluating a freight contract received from a buyer or seller.

No licensing, legislative or certification requirements apply to this unit at the time of publication.

Elements and Performance Criteria

ELEMENT	PERFORMANCE CRITERIA
<i>Elements describe the essential outcomes.</i>	<i>Performance criteria describe the performance needed to demonstrate achievement of the element.</i>
1 Evaluate the most appropriate transport method, route and protection/security options according to cargo and delivery requirements	1.1 Ascertain business context of cargo movement 1.2 Examine factors to be considered in route/mode selection 1.3 Evaluate conditions and risks of different routes in relation to delivery requirements 1.4 Utilise resources that provide information on the current service status of particular transport routes
2 Review shipping and airfreight services available for transporting cargo	2.1 Identify airlines and air cargo services operating in and out of Australia 2.2 Compare configuration and carrying capacity of different types of aircraft 2.3 Identify shipping services and types of ocean vessels operating in and out of Australia

ELEMENT	PERFORMANCE CRITERIA
	2.4 Compare different types of shipping services 2.5 Compare configurations and carrying capacities of different types of ocean vessels
3 Evaluate packing, marking and stowage requirements for a variety of cargo	3.1 Analyse and prepare protection, presentation and preservation requirements 3.2 Analyse range of containers available for international cargo and evaluate for use 3.3 Evaluate marking requirements and prepare correct marking advice 3.4 Identify risk factors in relation to packing and storing of goods for transportation, and select appropriate options
4 Calculate international freight and other shipment costs	4.1 Examine and apply types of rates, volume-to-weight ratio factors, volume rules including rounding off and allowable projections, principles and methods of rating cargo for international carriage by sea 4.2 Take into account, variations in calculating shipping charges caused by surcharges and other variants 4.3 Calculate and compare costs of shipping a variety of goods by several types of ocean service 4.4 Examine and apply types of rates, volume-to-weight ratio factors, volume rules including rounding off, principles and methods of rating cargo for international carriage by air 4.5 Explain variations in calculating airfreight charges caused by the applicability of TACT rates, fuel surcharges, other variants, and exchange rates 4.6 Calculate and compare costs of shipping a variety of goods by different air cargo services 4.7 Investigate and communicate postal and courier freight rates and size/weight factors and limitations 4.8 Investigate and communicate rates and costs associated with chartering vessels and aircraft 4.9 Investigate and communicate rating principles and methods used in domestic, sea, road, rail and air transport 4.10 Investigate all standard and extraordinary ancillary shipment costs on a door-to-door basis applicable in each mode 4.11 Investigate and communicate the total cost concept and other factors that may determine whether cargo is carried by air or sea, or a combination of both (multimodal transport)

ELEMENT	PERFORMANCE CRITERIA
5 Identify cargo insurance and claim requirements for goods	5.1 Evaluate the need for cargo insurance 5.2 Investigate the standard types of cover arrangements used by underwriters 5.3 Identify documents to be lodged with carriers, forwarders, insurance underwriters and customs in cargo loss or damage situations and complete for a hypothetical situation

Foundation Skills

This section describes language, literacy, numeracy and employment skills incorporated in the performance criteria that are required for competent performance.

Skill	Performance Criteria	Description
Reading	1.1-1.4, 2.1-2.5, 3.1-3.4, 4.1, 4.2, 4.4, 4.7, 4.8, 4.10, 4.11, 5.1-5.3	Interprets textual information from a range of sources to determine how content may be applied when planning for international trade
Writing	3.1, 3.3, 4.7-4.9, 4.11, 5.3	- Produces documentation for particular purposes using clear and specific language and required structure - Completes forms and other documents required for international trade
Oral Communication	4.5, 4.7-4.9, 4.11	Explains complex information using language appropriate to audience and environment
Numeracy	1.1, 1.2, 2.2, 2.5, 4.1-4.11, 5.1	Analyses numerical information and calculates costs associated with international trade of goods
Interact with others	4.5, 4.7-4.9, 4.11	Selects and uses appropriate conventions and protocols when communicating in a range of familiar work contexts
Get the work done	1.1-1.4, 2.1-2.5, 3.1-3.4, 4.1-4.11, 5.1-5.3	- Uses logically sequenced steps to plan and coordinate tasks required to achieve outcomes - Uses problem-solving processes in complex situations, gathering and evaluating relevant information before deciding on transport options

Unit Mapping Information

Code and title current version	Code and title previous version	Comments	Equivalence status
BSBINT409 Plan for international trade	BSBINT409B Plan for international trade	Updated to meet Standards for Training Packages	Equivalent unit

Links

Companion Volume implementation guides are found in VETNet -

<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=11ef6853-ceed-4ba7-9d87-4da407e23c10>

Assessment Requirements for BSBINT409 Plan for international trade

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Performance Evidence

Evidence of the ability to:

- choose appropriate transport modes, routes and securing options
- demonstrate successful preparation for international transport for different types of general cargo
- document completed quotations, supplementary quotations, budget or expressions of interest prepared for an external client or own workplace.

Note: If a specific volume or frequency is not stated, then evidence must be provided at least once.

Knowledge Evidence

To complete the unit requirements safely and effectively, the individual must:

- outline legislation, codes of practice and standards relevant to international trade
- outline organisational policies and procedures relating to international trade
- outline risk factors in relation to packing and storing of goods for transportation.

Assessment Conditions

Assessment must be conducted in a safe environment where evidence gathered demonstrates consistent performance of typical activities experienced in the business development – international business field of work and include access to:

- office equipment and resources
- relevant workplace documents
- case studies and, where possible, real situations.

Assessors must satisfy NVR/AQTF assessor requirements.

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