



Australian Government

Department of Education, Employment and Workplace Relations

BSBINT409B Plan for international trade

Revision Number: 1

BSBINT409B Plan for international trade

Modification History

Not applicable.

Unit Descriptor

Unit descriptor	This unit describes the performance outcomes, skills and knowledge required to effectively plan for the international trade of goods. No licensing, legislative, regulatory or certification requirements apply to this unit at the time of endorsement.
------------------------	--

Application of the Unit

Application of the unit	This unit 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, a supplementary advice on a quotation, or when evaluating a freight contract received from a buyer or seller.
--------------------------------	---

Licensing/Regulatory Information

Not applicable.

Pre-Requisites

Prerequisite units		

Employability Skills Information

Employability skills	This unit contains employability skills.
-----------------------------	--

Elements and Performance Criteria Pre-Content

Elements describe the essential outcomes of a unit of competency.	Performance criteria describe the performance needed to demonstrate achievement of the element. Where bold italicised text is used, further information is detailed in the required skills and knowledge section and the range statement. Assessment of performance is to be consistent with the evidence guide.
---	--

Elements and Performance Criteria

ELEMENT	PERFORMANCE CRITERIA
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 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 the 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

ELEMENT	PERFORMANCE CRITERIA
	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 <i>standard and extraordinary ancillary shipment costs</i> 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)
5. Identify cargo insurance and claim requirements for goods	5.1. Evaluate the need for cargo insurance 5.2. Investigate the <i>standard types of cover</i> 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

Required Skills and Knowledge

REQUIRED SKILLS AND KNOWLEDGE

This section describes the skills and knowledge required for this unit.

Required skills

- culturally appropriate communication skills to relate to people from diverse backgrounds and people with diverse abilities
- planning and organising skills to arrange and coordinate multimodal transport
- problem-solving skills to determine best options for international transport.

Required knowledge

- identification and overview knowledge of key provisions of relevant legislation from all levels of government that affects business operations, codes of practice and national standards, such as:
 - Customs Act
 - INCOTERMS
 - international standards for marking cargo and labelling and marking hazardous goods
 - trade modernisation legislation: Customs Legislation Amendment and Repeal Act, Import Processing Charges Act, Customs Depot Licensing Charges Amendment Act
 - Trade Practices Act
 - contract law
 - Warsaw convention
 - World Trade Organisation determinations
- organisational policies and procedures relating to business operations.

Evidence Guide

EVIDENCE GUIDE

The Evidence Guide provides advice on assessment and must be read in conjunction with the performance criteria, required skills and knowledge, range statement and the Assessment Guidelines for the Training Package.

Overview of assessment

Critical aspects for assessment and evidence required to demonstrate competency in this unit

Evidence of the following is essential:

- choosing appropriate transport modes, route and securing options
- demonstrating successful preparation for the international transport for different types of general cargo
- documenting completed quotations, supplementary quotations, budget or expressions of interest prepared for external client or own workplace
- knowledge of legislation, codes of practice and national standards relevant to the work role.

Context of and specific resources for assessment

Assessment must ensure:

- access to an actual workplace or simulated environment
- access to office equipment and resources
- access to relevant workplace documents.

Method of assessment

A range of assessment methods should be used to assess practical skills and knowledge. The following examples are appropriate for this unit:

- direct questioning combined with review of portfolios of evidence and third party workplace reports of on-the-job performance by the candidate
- review of risk factors identified in relation to packing and storing of goods for transportation
- analysis of responses to case studies and scenarios
- oral or written questioning to assess knowledge of INCOTERMS
- assessment of completed documents to be lodged with carriers, forwarders, insurance underwriters and customs in cargo loss or damage situations.

Guidance information for assessment

Holistic assessment with other units relevant to the industry sector, workplace and job role is recommended, for example:

EVIDENCE GUIDE

- planning units, management units or other international business units.

Range Statement

RANGE STATEMENT

The range statement relates to the unit of competency as a whole. It allows for different work environments and situations that may affect performance. Bold italicised wording, if used in the performance criteria, is detailed below. Essential operating conditions that may be present with training and assessment (depending on the work situation, needs of the candidate, accessibility of the item, and local industry and regional contexts) may also be included.

<i>Business context</i> may include:	• preliminary quotation for the seller/buyer prior to negotiation of contract of sale • quotation to seller/buyer • result of receiving freight contract from seller/buyer • supplement to original quotation to note any change in various cost components
<i>Factors</i> may include:	• container rates • costs • delivery schedules • direct shipment • risks of delay and damage • transhipment • volume and weight
<i>Airlines and air cargo services</i> may include:	• consolidation services • courier and charter • full container • loose package • post • schedules services
<i>Shipping services</i> may include:	• break bulk • bulk • charter services • conference lines • full container load (FCL) • less than container load (LCL) - (consolidation/groupage/freight all kinds [FAK]) • non-conference lines • non-vessel operating common carriers (NVOCCs) • parcel post • scheduled services

RANGE STATEMENT	
	• slot charter operations • tanktainers • tramp
<i>Types of ocean vessels</i> may include:	• bulk carriers • cellular container ships • combination • conventional • other special purpose ships • roll on/roll off
<i>Protection, presentation and preservation</i> may include:	• range of specialised materials and accessories available to protect containerised cargo including: • container liners • data loggers • other monitoring and protection equipment • thermal control materials • water absorption devices
<i>Containers</i> may include:	• bags • bales • cartons • cases • drums • lift vans • pallet boxes • pallets • thermal cartons
<i>Marking requirements</i> may include:	• accurate marking to avoid misdirection • international standard cargo marks • international standard labelling and marking for hazardous goods • waterproof inks and labels
<i>Standard and extraordinary ancillary shipment costs</i> may include:	• booking time slots • break bulk fees • consular or other certification • cranage and oversize considerations • customs clearances • dangerous goods • demurrage • document and handling fees

RANGE STATEMENT	
	• inland haulage • insurance costs • parcel post • perishable goods • permits • port charges • protective packaging and accessories • storage fees
<i>Standard types of cover</i> may include:	• annual policies • open policies • single shipment policies

Unit Sector(s)

Unit sector	
--------------------	--

Competency field

Competency field	Business Development - International Business
-------------------------	---

Co-requisite units

Co-requisite units		