



Australian Government

CPPREP4301 Confirm and market livestock for sale

Release: 1

CPPREP4301 Confirm and market livestock for sale

Modification History

Release 1 This version first released with CPP Property Services Training Package Release 8.0.

Supersedes and is not equivalent to CPPDSM4068A Prepare livestock for sale at saleyards and CPPDSM4075A Select livestock for sale.

Merged to reduce duplication. Updated to the Standards for Training Packages.

Application

This unit specifies the skills and knowledge required to confirm and market livestock for sale.

It includes confirming livestock characteristics, ownership and preferred method of sale, identifying potential buyers, preparing promotional material for livestock and arranging delivery of livestock for sale.

The unit applies to people currently working in or seeking to work in the real estate stock and station sector.

State or territory licensing requirements may apply to this unit.

Pre-requisite Unit

Nil

Unit Sector

Real estate

Elements and Performance Criteria

Elements describe the essential outcomes.

Performance criteria describe the performance needed to demonstrate achievement of the element.

- | | | | |
|---|---|-----|---|
| 1 | Confirm vendor requirements for livestock sale. | 1.1 | Confirm livestock ownership and method of sale. |
| | | 1.2 | Document type, condition and characteristics of livestock. |
| | | 1.3 | Discuss market conditions and impact on price. |
| | | 1.4 | Complete sales documentation according to legislative requirements. |

- | | | | |
|---|---|-----|--|
| 2 | Prepare for agreed method of sale. | 2.1 | Prepare description of livestock. |
| | | 2.2 | Prepare promotional material for livestock, according to agreed method of sale. |
| | | 2.3 | Identify and document potential buyers. |
| | | 2.4 | Organise sale date and location. |
| | | 2.5 | Organise opportunities for inspection of livestock. |
| | | 2.6 | Identify risk and risk controls for sale of livestock. |
| | | | |
| 3 | Arrange delivery of livestock for sale. | 3.1 | Confirm and document transport requirements according to agreed method of sale. |
| | | 3.2 | Arrange delivery of livestock according to seller instructions. |
| | | 3.3 | Prepare documentation associated with delivery of livestock according to legislative requirements. |

Foundation Skills

Foundation skills essential to performance are explicit in the performance criteria of this unit of competency.

Unit Mapping Information

No equivalent unit.

Supersedes but is not equivalent to:

- CPPDSM4068A Prepare livestock for sale at saleyards
- CPPDSM4075A Select livestock for sale.

Links

Companion volumes to this training package are available at the VETNet website - <https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=6f3f9672-30e8-4835-b348-205dfcf13d9b>

Assessment Requirements for CPPREP4301 Confirm and market livestock for sale

Modification History

Release 1 This version first released with CPP Property Services Training Package Release 8.0.

Supersedes and is not equivalent to CPPDSM4068A Prepare livestock for sale at saleyards and CPPDSM4075A Select livestock for sale.

Merged to reduce duplication. Updated to the Standards for Training Packages.

Performance Evidence

To demonstrate competency in this unit, a person must plan to and sell livestock on two different occasions using two of the methods below:

- private treaty
- auction
- sale yards
- on farm.

In doing this, the person must meet the performance criteria for this unit.

Knowledge Evidence

To be competent in this unit, a person must demonstrate knowledge of:

- livestock
 - breed, age, sex, condition, classes, weights, pregnancy status
- livestock selling methods:
 - private treaty
 - auction
 - sale yards
 - on farm
- sale price and conditions:
 - price per head
 - price per kilo dress weight
 - price per kilo live weight
 - sale to abattoir
 - live export
 - feedlots
- livestock transportation

- livestock welfare
- assessment of livestock
- quarantine
- curfews
- prescribed documentation in the state or territory of operation
- legislation and regulations in the state or territory of operation
- livestock inspection requirements
- procedures for identifying and verifying ownership of livestock
- encumbrances on livestock:
 - livestock mortgages
 - bills of sale
 - agent's fees
 - overdrafts
 - removal of encumbrances
- pre- and post-sale procedures
- role of the agent in providing livestock sale services
- risks and risk management strategies associated with sale of livestock
- ethical practices associated with sale of livestock
- agency forms and documentation required for sale of livestock
- agency livestock records
- processes to determine price range expectations for livestock
- market indicators for livestock value.

Assessment Conditions

Assessors must satisfy the requirements for assessors listed in the Standards for Registered Training Organisations.

Assessment must be conducted in the workplace or in a simulated workplace environment.

Assessors are responsible for ensuring that the person demonstrating competency has access to:

- livestock records and databases
- sources of information about livestock condition and ownership
- market indicator information
- procedures, forms and documents for sale of livestock
- details of at least two lots of livestock for sale by two different methods of sale

Links

Companion volumes to this training package are available at the VETNet website - <https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=6f3f9672-30e8-4835-b348-205dfcf13d9b>