



Australian Government

Assessment Requirements for CPPREP4304 Complete sales process - livestock

Release: 1

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Modification History

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

New unit of competency.

Performance Evidence

To demonstrate competency in this unit, a person must document and implement a strategy to negotiate and finalise the sale of 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-saleyard procedures
- role of the agent in providing livestock sale services
- ethical practices associated with the sale of livestock
- required forms and documentation for the sale of livestock
- agency livestock records
- processes to determine price range expectations for livestock
- market indicators for livestock value
- communication strategies for responding to client complaints.

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
- procedures and forms/documents for sale of livestock
- details of at least two lots of livestock for sale by two different methods of sale.
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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>