



Australian Government

Department of Education, Employment and Workplace Relations

MTMR311C Cost and price meat products

Release: 1

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Modification History

Not applicable.

Unit Descriptor

Unit descriptor	This unit covers the skills and knowledge required to calculate the cost of and set prices for meat and meat products.
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Application of the Unit

Application of the unit	This unit is applicable to meat retail operations.
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Licensing/Regulatory Information

Not Applicable

Pre-Requisites

Prerequisite units	Nil	

Employability Skills Information

Employability skills	This unit contains employability skills.
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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.
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Elements and Performance Criteria

ELEMENT	PERFORMANCE CRITERIA
1. Cost product	1.1. Cost price of product is calculated.
2. Price product to achieve business goals	2.1. Prices are calculated to achieve enterprise sales, stock and profitability targets.

Required Skills and Knowledge

REQUIRED SKILLS AND KNOWLEDGE

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

Required skills

Ability to:

- alter electronic scales to show correct sales price
- apply **mathematical skills** appropriate to the task
- calculate margins required to return gross profit targets
- calculate product cost price based on invoice price and cost price based on yield
- calculate sale price to achieve required return according to enterprise targets and goals
- **explain** concepts of 'break even point', and 'gross' and 'net profit' margins
- apply relevant **Occupational Health and Safety (OH&S), regulatory and workplace requirements**
- identify **overhead cost per kilogram**
- mark ticket prices to show correct sales price
- use **communication skills** relevant to the task

Required knowledge

Knowledge of:

- concepts of 'break even point', and 'gross' and 'net profit' margins
- reasons for prices calculated to achieve more than or less than gross profit margin
- relevant OH&S, regulatory and workplace requirements
- elements contributing to the total cost of the product (total cost of purchase, preparing or selling product)

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

The meat industry has specific and clear requirements for evidence. A minimum of three forms of evidence is required to demonstrate competency in the meat industry. This is specifically designed to provide evidence that covers the demonstration in the workplace of all aspects of competency over time.

These requirements are in addition to the requirements for valid, current, authentic and sufficient evidence.

Three forms of evidence means three different kinds of evidence - not three pieces of the same kind. In practice it will mean that most of the unit is covered twice. This increases the legitimacy of the evidence.

All assessment must be conducted against Australian meat industry standards and regulations.

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

Competency must be demonstrated over time and under typical operating conditions for the enterprise.

Context of, and specific resources for assessment

Assessment must occur in the workplace under normal operating conditions or in a simulated environment.

Method of assessment

Recommended methods of assessment include:

- assignments
- simulation
- workplace referee or third-party report of performance over time.

Assessment practices should take into account any relevant language or cultural issues related to Aboriginality or Torres Strait Islander, gender, or language backgrounds other than English. Language and literacy demands of the assessment task should not be higher than those of the work role.

EVIDENCE GUIDE**Guidance information for assessment**

A current list of resources for this unit of competency is available from MINTRAC www.mintrac.com.au or telephone 1800 817 462.

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.

Product may include:

- Bone-in, bone out, sliced or trimmed meat
- smallgoods
- value-added products.

Targets and ***goals*** may include:

- customer targets including return custom, average purchase per customer, specific product purchase
- market share
- returns and profits , including variable net or gross profit margins on selected items and total product range
- stock targets including product mix ratios and levels, sale of surplus product or stock.

Mathematical skills may include:

- the use of calculators and computer software packages
- estimation and calculation
- the use of familiar and unfamiliar complex formula
- product formulation and specification
- interpretation and drawing conclusions from a range of simple and complex mathematical tables, charts, bar graphs and pie charts
- monitoring, adjusting and calibrating formula, specifications, outputs and equipment
- synthesis and analysis of mathematical information from more than one source.

RANGE STATEMENT	
Explanations may:	• be presented orally, in writing using standard formats or using a range of communications technology and media • include information from several sources • present information in diagrammatic, tabular, graphic or pictorial formats • require summaries of information for presentation to work colleagues • use workplace, mathematical and technical language.
Gross profit is based on fixed and variable overheads (including wages and salaries, sole proprietor drawings) and net profit requirements of the business.	
Gross profit is based on:	• fixed and variable overheads, including wages and salaries, sole proprietor drawings, and net profit requirements of the business.
OH&S requirements may include:	• enterprise OH&S policies, procedures and programs • OH&S legal requirements • Personal Protective Equipment (PPE) which may include: • coats and aprons • ear plugs or muffs • head-wear • mesh aprons • protective boot covers • uniforms • work, safety or waterproof footwear • requirements set out in standards and codes of practice.
Regulatory requirements may include:	• Export Control Act • federal and state regulations regarding meat processing and food handling • hygiene and sanitation requirements • relevant Australian Standards.
Workplace requirements may include:	• enterprise-specific requirements • standard operating procedures (SOPs) • work instructions.
Overhead cost per kilogram may be calculated using:	• total purchase weight or actual weight of meat sold.

RANGE STATEMENT

Communication skills may include:

- interacting with people from a range of cultural, social and ethnic backgrounds and with colleagues, superiors, customers, clients and external parties
- speaking clearly and directly
- the use of communication technology
- own work and the wider work area
- reading and interpreting workplace documentation.

Unit Sector(s)

Unit sector	
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Co-requisite units

Co-requisite units		

Competency field

Competency field	
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