



Australian Government

SFISAD401 Buy seafood product

Release: 1

SFISAD401 Buy seafood product

Modification History

Release	Comments
Release 1	This version released with SFI Seafood Industry Training Package Version 1.0.

Application

This unit of competency describes the skills and knowledge to deal with seafood suppliers and buy product that meets food and trade regulations at a competitive price. It includes the ability to apply seafood product and market knowledge when communicating with suppliers, confirm product quality before buying and maintain records of communications and transactions.

This unit applies to individuals who identify and buy seafood product for customers from the most appropriate Australian suppliers, either through auction, direct purchase from fisher, cooperative or farm, or through an agent or wholesaler.

All work must be carried out to comply with workplace procedures, according to state/territory health and safety, food safety and environmental regulations, legislation and standards that apply to the workplace.

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

Pre-requisite Unit

Nil

Unit Sector

Seafood Industry Sales and Distribution (SAD)

Elements and Performance Criteria

Elements	Performance Criteria
<i>Elements describe the essential outcomes.</i>	<i>Performance criteria describe the performance needed to demonstrate achievement of the element.</i>
1. Communicate with suppliers	1.1 Establish, maintain and conduct effective business communication with suppliers in a professional, courteous manner 1.2 Apply current product and market knowledge in all

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	communications with suppliers
2. Buy product	2.1 Identify product type and volume to be purchased, and select the most appropriate supplier and negotiate price 2.2 Confirm product quality before purchase to ensure that it meets the standards and specifications of the workplace food safety and quality assurance requirements 2.3 Maintain product identification from point and time of purchase to ensure workplace procedures for product recall can be effected
3. Maintain records	3.1 Maintain records of all communications with supplier according to workplace requirements 3.2 Establish, store and file records of transactions and product inspections according to customer requirements

Foundation Skills

This section describes those language, literacy, numeracy and employment skills that are essential for performance in this unit of competency but are not explicit in the performance criteria.

Skill	Description
Numeracy	- Calculates gross margins, percentage mark-ups and discounts - Manipulates buying and selling margins to maintain profit margins
Reading	Interprets information on market research through industry magazines and internet
Writing	- Corresponds in writing - Completes complex forms and records of communication, transactions and inspections
Navigate the world of work	Works independently and collectively within broad parameters
Interact with others	Adapts communication style and content, including personal, social and cultural factors, to build rapport with suppliers and negotiate competitive prices and quality product
Get the work done	- Manages risks around the safe purchase of seafood product - Uses a computer for managing communications, records and

Skill	Description
	transactions

Unit Mapping Information

Code and title current version	Code and title previous version	Comments	Equivalence status
SFISAD401 Buy seafood product	SFIDIST401C Buy seafood product	Updated to meet Standards for Training Packages	Equivalent unit

Links

Companion Volumes, including Implementation Guides, are available at VETNet: -
<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=e31d8c6b-1608-4d77-9f71-9ee749456273>

Assessment Requirements for SFISAD401 Buy seafood product

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Performance Evidence

An individual demonstrating competency must satisfy all of the elements and performance criteria in this unit.

There must be evidence that the individual has identified and bought seafood product from at least one Australian supplier on at least one occasion, including:

- communicating effectively when dealing with suppliers
- buying seafood that meets the needs of the customer for species, specifications and time of delivery, as well as meeting food safety and other trading requirements, and at a price that is competitive for the business
- using effective negotiation to establish price
- completing workplace records on product details, supplier communication and transaction.

Knowledge Evidence

An individual must be able to demonstrate the knowledge required to perform the tasks outlined in the elements and performance criteria of this unit. This includes knowledge of:

- Australian seafood suppliers
- buying systems used by suppliers
- legislative requirements associated with purchasing, sales, storage and movement of seafood
- techniques used in business to:
 - establish and maintain networks
 - negotiate supply arrangements and seafood prices
 - maintain records of supplier communications and transactions
- market knowledge for the species, such as seasonal demand for species, prices and supply conditions
- product knowledge, including species recognition, quality, potential food safety hazards and specifications.

Assessment Conditions

Assessment of skills must take place under the following conditions:

- physical conditions:
 - skills must be demonstrated in a direct or auction seafood supply setting or an environment that accurately represents workplace conditions
- resources, equipment and materials:
 - industry member directories
 - product to be inspected and sold
 - product specifications
 - recording systems
- specifications:
 - customer's requirements
 - workplace procedures for buying seafood product from Australian suppliers, including advice on meeting food safety and quality assurance requirements
- relationships:
 - evidence of interactions with suppliers.

Assessors of this unit must satisfy the requirements for assessors in applicable vocational education and training legislation, frameworks and/or standards.

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