



Australian Government

Department of Education, Employment and Workplace Relations

SFIPROC608C Provide practical and/or commercial advice to seafood users

Release: 1

SFIPROC608C Provide practical and/or commercial advice to seafood users

Modification History

Not Applicable

Unit Descriptor

Unit descriptor	This unit of competency involves providing practical advice on the use of seafood products to commercial/institutional users who might be considering incorporating new species or products within their menus, or users who may have a need to be informed about the particular characteristics and qualities of a species. No licensing, legislative, regulatory or certification requirements apply to this unit at the time of publication.
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Application of the Unit

Application of the unit	All enterprise or workplace procedures and activities are carried out according to <i>relevant government regulations, licensing and other compliance requirements</i> , including <i>food safety and hygiene regulations and procedures</i> .
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Licensing/Regulatory Information

Refer to Unit Descriptor

Pre-Requisites

Prerequisite units		

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. Collect information regarding seafood product	1.1. New or existing product applications are determined from customers, benchmarking, colleagues and/or literature searches. 1.2. Product knowledge is optimised to capitalise on opportunities to expand market awareness of product. 1.3. Advice systems are developed or utilised to positive effect.
2. Develop commercial advice suited to the size or scale of the users operation	2.1. Commercial advice developed is accurate, meets customer needs and optimises use of production facilities and raw materials. 2.2. Commercial viability of product is determined and provided to customers on request. 2.3. Recommendations regarding equipment requirements maintain product integrity.
3. Provide advice in a format to suit the needs of the user	3.1. Commercial advice is provided in a format and timeframe to meet the needs of the customer. 3.2. Commercially sensitive advice is treated as confidential at all times. 3.3. Advice developed is correct and appropriate.

Required Skills and Knowledge

REQUIRED SKILLS AND KNOWLEDGE
This section describes the skills and knowledge required for this unit.
Required skills
• analysing market intelligence to capitalise on opportunities • communicating with work teams, management and customers • communicating verbal information to customers, clients and suppliers • determining cost structures for new products to demonstrate viability • giving appropriate attention to detail • identifying composition or characteristics of a species and/or each of the main ingredients used in a processed product • interpreting product information from standards, regulations, specifications and/or sales information • planning • solving problems.

REQUIRED SKILLS AND KNOWLEDGE**Literacy skills used for:**

- preparing reports
- preparing technical information and advice
- reading and interpreting food safety and other standards
- reading and interpreting specifications, sales and production information
- reading and writing correspondence
- recording information.

Numeracy skills used for:

- converting currency using foreign exchange rates
- estimating costs
- estimating margins and/or calculating mark-up
- establishing pricing data
- interpreting production data
- recording numerical information.

Required knowledge

- food safety standards relevant to food business
- methods of waste disposal
- principles of product development
- product costing methods
- production processes
- seafood species, including quality characteristics, yield and food safety parameters
- storage requirements.

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 evidence required to demonstrate competence in this unit

Assessment must confirm the ability to:

- perform tasks necessary to provide accurate and reliable advice to users of the seafood product and to satisfy the requirements of the enterprise in respect of confidentiality and in the recording of advice given.

Assessment must confirm knowledge of:

- determination of use-by-dates
- development of advice that is easily understandable by end users
- factors which may affect shelf life of the product
- food safety hazards present in the final transformation of the product
- HACCP planning
- information systems to develop accurate advice relating to product or process costings
- likely causes of product failure
- likely changes to product during final preparation or presentation of the product
- location of workplace information relating to product specifications
- origins of the product, in particular, the catch method and processing timeframe involved
- preferred handling methods
- procedures for re-working or disposing of unacceptable product
- processing methods used
- relating customer or consumer capabilities with the requirements of the product specification
- relevant food safety standards, including those which apply in end users' facilities
- requirements for final preparation or presentation of the product, including temperature stability during re-conditioning
- requirements for providing advice in a language other

EVIDENCE GUIDE

	than English • storage requirements of the product in relation to time and temperature • test methods used to identify species and/or other ingredients.
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EVIDENCE GUIDE	
Context of and specific resources for assessment	Assessment may be conducted in the workplace or in a simulated work environment. Resources required for assessment: • access to customers or clients to confirm useability of advice generated • access to enterprise expertise in costing, production and/or processing • access to translators or copies of translated materials • descriptive data relating to seafood species • enterprise product specifications • food safety and other relevant standards • historical production and costing data as appropriate.
Method of assessment	The following assessment methods are suggested: • documentation produced for seafood users • project (work or scenario based) • written or oral questions.
Guidance information for assessment	This unit may be assessed holistically with other units within a qualification.

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>Relevant government regulations, licensing and other compliance requirements</i> may include:	• business or workplace operations, policies and practices: • commercial law, including fair trading and trade practices • consumer law • corporate law, including registration, licensing and financial reporting • disability policies and practices

RANGE STATEMENT

- equal opportunity, anti-discrimination and sexual harassment
- industrial relations and awards, individual employment contracts and share of catch agreements
- jurisdictional variations
- superannuation
- taxation
- trade practices
- warnings and dismissals
- worker's compensation
- ecologically sustainable development (ESD) principles, environmental hazard identification, risk assessment and control
- fisheries or aquaculture regulations, permits, licences, quotas, catch restrictions and other compliance requirements, including:
 - Australian Exclusive Economic Zone
 - international treaties and agreements
- food safety, Hazard Analysis Critical Control Point (HACCP), hygiene and temperature control along chain of custody
- imports quarantine and inspection, and importing approved arrangements for Australian Quarantine Inspection Service (AQIS), Australian Customs Service (ACS) and Biosecurity Australia (BA)
- occupational health and safety (OHS) hazard identification, risk assessment and control
- product quality assurance:
 - correct naming and labelling (e.g. country of origin, Australian Fish Names Standard and eco-labelling)
 - correct quantities, sizes and other customer requirements
 - third-party certification (e.g. Australian Grown and ISO14001 Environmental management systems).

RANGE STATEMENT	
<i>Food safety and hygiene regulations and procedures</i> may include:	• Australian Shellfish Sanitation program • display, packaging and sale of food, including seafood and aquatic products • equipment design, use, cleaning and maintenance • exporting requirements, including AQIS Export Control (Fish) orders • handling and disposal of condemned or recalled seafood products • HACCP, food safety program, and other risk minimisation and quality assurance systems • location, construction and servicing of seafood premises • people, product and place hygiene and sanitation requirements • Primary Products Standard and the Australian Seafood Standard (voluntary) • processing, further processing and preparation of food, including seafood and aquatic products • product labelling, tracing and recall • receipt, storage and transportation of food, including seafood and aquatic products • requirements set out in Australian and New Zealand Food Authority (ANZFA) Food Standards Code and state and territory food regulations • temperature and contamination control along chain of custody.
<i>Product applications</i> may include:	• formulations • product demonstrations • recipes • samples • specifications.
<i>Customers</i> may include:	• customers with routine or special requests • end users, including caterers, restaurants, fast-food outlets, dieticians, nutritionists and/or domestic consumers • institutional users • people from a range of social, cultural or ethnic backgrounds • retailers • wholesalers.

RANGE STATEMENT	
<i>Advice systems</i> may include:	• advice sheets • brochures • manuals • verbal advice • websites.
<i>Commercially sensitive</i> may include:	• comparisons with competing or similar products • development strategies • equipment requirements for the adoption of new products • new products undergoing market testing • product or unit costings.

Unit Sector(s)

Unit sector	Seafood processing
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Co-requisite units

Co-requisite units		

Competency field

Competency field	
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