



**Australian Government**

# **Assessment Requirements for SIRWSLS002**

## **Analyse and achieve sales targets**

**Release: 1**

# Assessment Requirements for SIRWSLS002 Analyse and achieve sales targets

## Modification History

Not applicable.

## Performance Evidence

Evidence of the ability to complete tasks outlined in elements and performance criteria of this unit in the context of the job role, and:

- analyse at least one set of organisational and personal sales targets
- monitor and review sales targets over specified workplace sales period
- develop strategies to address under performance with two different customers or two different products
- complete one sales report according to organisational requirements.

## Knowledge Evidence

Demonstrated knowledge required to complete the tasks outlined in elements and performance criteria of this unit:

- organisational policies and procedures for:
  - sales planning and evaluation
  - approval processes
  - internal and external communication
  - sales processes
- aspects of legislation that impact sales work:
  - Australian Consumer Law
  - commercial law
  - work health and safety (WHS)
- business plans and targets that affect personal sales targets
- types of parameters for personal sales targets
- sales territory characteristics and features
- different types of business customers and their needs
- internal and external factors affecting attainment of business and personal sales targets
- strategies to address sales under-performance
- features of products and services being sold.

## Assessment Conditions

Skills must be demonstrated in a wholesale environment. This can be:

- an industry workplace
- a simulated industry environment.

Assessment must ensure access to:

- organisational policies and procedures for sales activities
- a business sales system
- organisational business plans and objectives.

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

## Links

Companion Volume implementation guides are found in VETNet -

<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=ca051b1b-5101-4ec2-ac1c-49699303188d>