

AHC32724 Certificate III in Rural Merchandising

(was AHC32720)

Following strategic revisions of the AHC Training Package by unit sector, several qualifications and skill sets require updating to include the improved units.

Feedback from the recent broad consultation phase has not resulted in any further changes to this qualification.

The qualification equivalency status has now been added. Due to the changes in the core of this qualification, the status has been deemed not equivalent.

We are now seeking final validation of this qualification. To validate, please use the survey link on the project webpage.

The units of competency updated in this qualification are highlighted, please see notes on changes between the current and updated units at the end of this document for more information.

Modification History

Release	Comments
Release 1	This version released with AHC Agriculture, Horticulture and Conservation and Land Management Training Package Version 10.0.

AHC32724	Certificate III in Rural Merchandising
<p>Qualification Description</p> <p>This qualification describes the skills and knowledge for job roles in the rural merchandising industry including rural merchandiser and rural sales assistant.</p> <p>Individuals with this qualification perform tasks involving a broad range of skills that are applied in a wide variety of contexts, which will involve discretion and judgement in selecting equipment and services and applying contingency measures during work.</p> <p>Work must comply with workplace health and safety and environmental regulations and legislation that apply to the workplace.</p> <p>No licensing, legislative or certification requirements apply to this qualification at the time of publication.</p>	
<p>Entry Requirements</p> <p>There are no entry requirements for this qualification.</p>	

Key:

Superseded units / recommended replacements

New unit

~~Proposed deletion~~ - deleted units/units proposed for deletion

Packaging Rules

To achieve this qualification, competency must be demonstrated in:

- 12 units of competency:
 - 6 core units plus
 - 6 elective units.

Elective units must ensure the integrity of the qualification’s Australian Qualification Framework (AQF) alignment and contribute to a valid, industry-supported vocational outcome. The electives are to be chosen as follows:

- At least 4 must be from the electives listed below
- Up to 2 from the electives listed below and/or any other endorsed Training Package or accredited course packaged at Certificate II, III or IV.

Core Units

HCMER306	Sell products and services
AHCWHS302	Contribute to workplace health and safety processes
AHCWRK212	Work effectively in industry
AHCWRK320	Apply environmentally sustainable work practices
BSBOPS304	Deliver and monitor a service to customers
BSBOPS305	Process customer complaints

Elective Units

AHCBAC409	Provide advice on agronomic products
AHCBUS301	Use hand held e-business tools
AHCCHM304	Transport and store chemicals
AHCCHM307	Prepare and apply chemicals to control pest, weeds and diseases
AHCCHM406	Provide advice and sell farm chemicals
AHCIRG349	Recommend irrigation products and services
AHCIRG446	Provide irrigation sales and service
AHCLSK420	Provide advice on livestock products
AHCMER305	Provide information on hardware products
AHCMER408	Coordinate customer service and networking activities
AHCMOM403	Provide advice and sell machinery
AHCSOL302	Develop and apply knowledge of fertiliser and soil ameliorant products
AHCSOL405	Provide information on fertilisers and soil ameliorants

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AHCWRK213	Participate in workplace communications
AHCWRK315	Respond to emergencies
AHCWRK318	Comply with industry quality assurance requirements
AHCWRK319	Handle bulk materials in a storage area
BSBPEF301	Organise personal work priorities
BSBPEF403	Lead personal development
ICTICT214	Operate application software packages
SIRRINV001	Receive and handle retail stock
SIRRINV002	Control stock
SIRRMER001	Produce visual merchandise displays
SIRRMER003	Coordinate visual merchandising activities
SIRXMKT002	Use social media to engage customers
SIRXPDK001	Advise on products and services
SIRXRSK002	Maintain store security
SIRXSLS002	Follow point-of-sale procedures
TLID0015	Load and unload goods/cargo
TLID0020	Shift materials safely using manual handling methods
TLILIC0003	Licence to operate a forklift truck

Qualification Mapping Information

Code and title current version	Code and title previous version	Comments	Equivalence status
AHC32724 Certificate III in Rural Merchandising	AHC32720 Certificate III in Rural Merchandising	Updated 3 Core units and 7 Elective units	Not equivalent

Links

Companion Volumes, including Implementation Guides, are available at VETNet:
<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=c6399549-9c62-4a5e-bf1a-524b2322cf72>

Qualification: AHC32724 Certificate III in Rural Merchandising (was AHC32720)

Acronyms:

E – Equivalent

NE - Not Equivalent

PC – Performance Criteria

PE – Performance Evidence

KE – Knowledge Evidence

AC – Assessment Conditions

AHC - Agriculture, Horticulture and Conservation and Land Management Training Package

Unit's location in impacted qualification	Current Unit	Replacement Unit	Equivalence	Notes on change
Core	AHCWHS301 Contribute to work health and safety processes	AHCWHS302 Contribute to workplace health and safety processes	NE	<p><u>Elements</u> Element 3 changed from “<i>Observe safe practices during work operations</i>” to “<i>Follow safe practices during work operations</i>”</p> <p><u>Performance Criteria</u> Consolidated so that specific hazards including noise and manual handling risks are covered under “<i>identifying and dealing with risks and hazards according to workplace procedures</i>”</p> <p><u>Foundation Skills</u> added (Reading, Writing and Oral Communication)</p> <p><u>Performance Evidence</u> Frequency added. Now states that there must be evidence “<i>the individual has contributed to workplace health and safety processes on at least one occasion</i>”</p>

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Unit's location in impacted qualification	Current Unit	Replacement Unit	Equivalence	Notes on change
				<p><u>Knowledge Evidence</u> Knowledge of hazard identification and risk management processes is now specified to include risk assessment, risks matrix and hierarchy of controls</p> <p><u>Assessment Conditions</u> - updated</p>
Core	AHCWRK204 Work effectively in the industry	AHCWRK212 Work effectively in industry	NE	<p><u>Elements</u> - consolidated Elements 4,5,6, and 7 merged to 4 and 5: 4. Participate and contribute to a productive team environment 5. Confirm and undertake workplace activities</p> <p><u>Performance Criteria</u> Content of 5.3, 6.1, 6.4 and 6.5 updated and now covered under Element 4 5.3 Resolve where possible, through personal communication or refer to a supervisor, manager or employer for resolution 6.1 Fulfil commitments to undertake work or assist co-workers 6.4 Recognise and seek contributions of individuals of different gender and social and cultural backgrounds 6.5 Observe and implement the principles of equal employment opportunity</p> <p><u>Foundation Skills</u> added (Reading and Oral Communication)</p> <p><u>Performance Evidence</u> Now emphasises safely completing a work task on "<i>at least one occasion</i>" instead of "<i>performance demonstrated consistently over time and in a suitable range of contexts</i>" "<i>Co-operated and communicated in a respectful manner</i>" replaces:</p> <ul style="list-style-type: none"> • meet the industry standard for dress • communicate effectively with team members and supervisors

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Unit's location in impacted qualification	Current Unit	Replacement Unit	Equivalence	Notes on change
				<ul style="list-style-type: none"> use industry terminology <p><u>Knowledge Evidence</u> - minor changes to update workplace terminology</p> <p><u>Assessment Conditions</u> - updated</p>
Core	AHCWRK309 Apply environmentally sustainable work practices	AHCWRK320 Apply environmentally sustainable work practices	NE	<p><u>Elements</u> – unchanged</p> <p><u>Performance Criteria</u> - minor changes</p> <p><u>Foundation Skills</u> added (Reading, Writing and oral Communication)</p> <p><u>Performance Evidence</u> Frequency added. Now states that there must be evidence that evidence that the individual has “<i>applied environmentally sustainable work practices on at least one occasion</i>” Specifically listed strategies to improve resource usage, reduce waste, employ recycling, re-use or re-purposing are now covered by the point:</p> <ul style="list-style-type: none"> used appropriate techniques and tools to assist in achieving resource efficiencies and environmental targets <p><u>Knowledge Evidence</u> Strategies for improved resource use are listed and also covered under principles of waste management, resources and environmental resources used in own industry sector.</p> <p><u>Assessment Conditions</u> - updated</p>
Elective	AHCWRK205 Participate in workplace communications	AHCWRK213 Participate in workplace communications	NE	<p><u>Elements</u> - consolidated</p> <p>Elements 1 and 2 combined</p>

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				<p>1. Follow routine spoken messages and 2. Perform workplace duties following routine written notices combined to: 1. Follow routine workplace instructions</p> <p><u>Performance Criteria</u> – consolidated under new Element 1</p> <p><u>Foundation Skills</u> added (Writing, Oral Communication and Numeracy)</p> <p><u>Performance Evidence</u> Now emphasises the individual has participated in workplace communications “<i>on at least one occasion</i>” instead of “<i>performance demonstrated consistently over time and in a suitable range of contexts</i>”</p> <p>Performance Evidence consolidated to emphasise communication activities relevant to the workplace and points below have been removed:</p> <ul style="list-style-type: none"> • estimating, calculating and recording routine workplace measures • using basic mathematical processes of addition, subtraction, division, multiplication, percentages, decimal points and ratios <p><u>Knowledge Evidence</u> - minor edits for clarity</p> <p><u>Assessment Conditions</u> - updated</p>
Elective	AHCWRK303 Respond to emergencies	AHCWRK315 Respond to emergencies	NE	<p><u>Elements</u> - unchanged</p> <p><u>Performance Criteria</u> - consolidated in Elements 2 and 5.</p> <p><u>Foundation Skills</u> added (Oral Communication)</p> <p><u>Performance Evidence</u></p>

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Unit's location in impacted qualification	Current Unit	Replacement Unit	Equivalence	Notes on change
				<p>Frequency added. Now states that there must be evidence that the “<i>individual has responded to emergencies on at least two occasions</i>”</p> <p>References to render first aid care and applying basic first aid care have been removed</p> <p><u>Knowledge Evidence</u></p> <p>Specific steps listed for responding to emergencies are now covered under:</p> <ul style="list-style-type: none"> workplace requirements and duty of care responsibilities applicable to health and safety in the workplace for responding to emergencies <p><u>Assessment Conditions</u> - updated</p>
Elective	AHCWRK306 Comply with industry quality assurance requirements	AHCWRK318 Comply with industry quality assurance requirements	NE	<p><u>Elements</u> – unchanged</p> <p><u>Performance Criteria</u></p> <p>All references to food safety and HACCP removed</p> <p>Added 1.7 Follow industry-based QA practices</p> <p>Added 1.8 Complete internal QA checks according to workplace requirements</p> <p><u>Foundation Skills</u> simplified</p> <p>Removed Navigate the world of work and Get the work done</p> <p><u>Performance Evidence</u></p> <p>Removed references to identifying food safety hazards where applicable to the industry sector</p> <p><u>Knowledge Evidence</u></p> <p>Removed references to food safety requirements where applicable to the industry sector and requirements for a HACCP and QA plan</p> <p>Added ‘internal QA checking requirements’</p>

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				<p><u>Assessment Conditions</u> - updated Removed references to HACCP. Replaced with references to QA</p>
Elective	AHCWRK307 Develop and apply fertiliser and soil ameliorant product knowledge	AHCSOL302 Develop and apply knowledge of fertiliser and soil ameliorant products	NE	<p><u>Title</u> - updated</p> <p><u>Elements</u> Element 1 updated with minor changes to performance criteria for clarity</p> <p><u>Foundation Skills</u> added (Reading and Oral communication)</p> <p><u>Performance Evidence</u> Frequency added. Now states that the individual has “<i>developed and applied fertiliser and soil ameliorant product knowledge on at least one occasion</i>”</p> <p><u>Knowledge Evidence</u> – minor changes for clarity</p> <p><u>Assessment Conditions</u> - updated</p>
Elective	AHCWRK308 Handle bulk materials in storage area	AHCWRK319 Handle bulk materials in a storage area	E	<p>Minor changes to unit title and application</p> <p>Major and minor changes to performance criteria and foundation skills</p> <p>Minor edits to performance and knowledge evidence and assessment conditions</p>
Elective	TLID1001 Shift materials safely using manual handling methods	TLID0020 Shift materials safely using manual handling methods	E	Minor changes
Elective	TLID2004 Load and unload goods/cargo	TLID0015 Load and unload goods/cargo	E	Minor changes