Modification History

Release	Comments
Release 1	This version released with FBP Food, Beverage and Pharmaceutical Training Package version 1.0.

FBP30617	Certificate III in Food Processing (Sales)

Qualification Description

This qualification covers the sales specialisations within the food processing industry and targets those workers that provide sales advice and services for food manufacturing or retail food processing contexts.

The qualification is designed for roles that require the ability to perform a range of sales activities independently and as a team member, applying food processing technical skills and knowledge and problem solving. All work must be carried out to comply with workplace procedures, in accordance with State/Territory food safety, work health and safety and environmental codes, regulations and legislation that apply to the workplace.

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

Entry Requirements

There are no entry requirements for this qualification.

Packaging Rules

To achieve this qualification, competency must be demonstrated in:

* 14 units of competency:
    * 6 core units plus
    * 8 elective units.

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

* 2 must be selected from Group A
* 2 must be selected from Group B
* the remaining 4 units may be selected from:
    * Groups A, B or C
    * elsewhere in this training package, any other currently endorsed training package or accredited course at Certificate II (maximum of two units), Certificate III or Certificate IV (maximum of three units) levels.

Core Units

An asterisk (*) next to the unit code indicates that there are prerequisite requirements which must be met when packaging the qualification. Please refer to the Prerequisite requirements table for details.

FDFFS2001A	Implement the food safety program and procedures
FDFFS3001A*	Monitor the implementation of quality and food safety programs
FDFOHS3001A	Contribute to OHS processes
FDFOP2061A	Use numerical applications in the workplace
FDFOP2064A	Provide and apply workplace information
MSMENV272	Participate in environmentally sustainable work practices

Elective Units

An asterisk (*) next to the unit code indicates that there are prerequisite requirements which must be met when packaging the qualification. Please refer to the Prerequisite requirements table for details.

Group A

BSBCUS301	Deliver and monitor a service to customers
BSBMKG501	Identify and evaluate marketing opportunities
BSBMKG507	Interpret market trends and developments
BSBMKG514	Implement and monitor marketing activities
BSBSMB301	Investigate micro business opportunities
BSBSMB401	Establish legal and risk management requirements of small business
BSBSMB402	Plan small business finances
BSBSMB403	Market the small business
BSBSMB404	Undertake small business planning
BSBSMB405	Monitor and manage small business operations
BSBSMB406	Manage small business finances
BSBSMB407	Manage a small team
SIRRINV002	Control stock
SIRXRSK002	Maintain store security

Group B Sector specialist and cross sector elective units

Sector specialist units

AHCPHT401	Assess olive oil for style and quality
AMPP301	Operate a poultry carcase delivery system
AMPP302	Debone and fillet poultry product (manually)
AMPR322	Prepare and produce value-added products
FBPFAV3001	Conduct chemical wash for fresh produce
FBPFAV3002	Program fresh produce grading equipment

FBPGRA3001	Work with micronutrients or additions in stockfeed manufacturing processes
FBPGRA3002	Apply knowledge of animal nutrition principles to stockfeed product
FBPOPR3001*	Control contaminants and allergens in the work area
FBPOPR3002*	Prepare food products using basic cooking methods
FBPOPR3003	Identify cultural, religious and dietary requirements for food products

Cross sector units

FBPPPL3001	Support and mentor individuals and groups
FBPPPL3002	Establish compliance requirements for work area
FDFOP3002A	Set up a production or packaging line for operation
FDFPPL3001A	Participate in improvement processes
FDFPPL3002A	Report on workplace performance
FDFPPL3004A	Lead work teams and groups
FDFPPL3005A*	Participate in an audit process
FDFTEC3001A*	Participate in a HACCP team
FDFTEC3002A	Implement the pest prevention program
FDFTEC3003A	Apply raw materials, ingredient and process knowledge to production problems
MEM13003B	Work safely with industrial chemicals and materials
MSL973001	Perform basic tests
MSMENV472	Implement and monitor environmentally sustainable work practices
MSMSUP303	Identify equipment faults
MSMSUP330	Develop and adjust a production schedule
MSS403011	Facilitate implementation of competitive systems and practices
MSS403013	Lead team culture improvement
MSTGN3007	Monitor and operate trade waste
TLIA3015	Complete receival/despatch documentation
TLIA3016	Use inventory systems to organise stock control
TLIA3018	Organise despatch operations
TLIA3019	Organise receival operations
TLIA3026	Monitor storage facilities
TLIA3038	Control and order stock
TLIA3039	Receive and store stock

Group C

BSBWRT301	Write simple documents
FDFOHS2001A	Participate in OHS processes
FDFOP2063A	Apply quality systems and procedures
HLTAID003	Apply first aid
MSL922001	Record and present data
MSMPER300*	Issue work permits
MSMSUP310	Contribute to the development of workplace documentation
MSMSUP390	Use structured problem-solving tools
MSMSUP405	Identify problems in fluid power system
MSMSUP406	Identify problems in electronic control
MSS402001	Apply competitive systems and practices
MSS402002	Sustain process improvements
MSS402010	Manage the impact of change on own work
MSS402021	Apply Just in Time procedures
MSS402030	Apply cost factors to work practices
MSS402031	Interpret product costs in terms of customer requirements
MSS402040	Apply 5S procedures
MSS402050	Monitor process capability

MSS402051	Apply quality standards
MSS402060	Use planning software systems in operations
MSS402061	Use SCADA systems in operations
MSS402080	Undertake root cause analysis
MSS402081	Contribute to the application of a proactive maintenance strategy
MSS403002	Ensure process improvements are sustained
MSS403010	Facilitate change in an organisation implementing competitive systems and practices
MSS403021	Facilitate a Just in Time system
MSS403023	Monitor a levelled pull system of operations
MSS403040	Facilitate and improve implementation of 5S
MSS403041	Facilitate breakthrough improvements
MSS403051	Mistake proof an operational process
MSS404050	Undertake process capability improvements
MSS404052	Apply statistics to operational processes
MSS404060	Facilitate the use of planning software systems in a work area or team
MSS404082	Assist in implementing a proactive maintenance strategy
MSS404083	Support proactive maintenance
TAEASS401	Plan assessment activities and processes
TAEASS402	Assess competence
TAEASS403	Participate in assessment validation
TAEDEL301	Provide work skill instruction

Prerequisite requirements

Unit of competency	Prerequisite requirement
FBPOPR3001 Control contaminants and allergens in the work area	FDFFS2001A Implement the food safety program and procedures
FBPOPR3002 Prepare food products using basic cooking methods	FDFFS2001A Implement the food safety program and procedures
FDFFS3001A Monitor the implementation of quality and food safety programs	FDFFS2001A Implement the food safety program and procedures
FDFPPL3005A Participate in an audit process	FDFOHS2001A Participate in OHS processes FDFOP2063A Apply quality systems and procedures MSMENV272B Participate in environmentally sustainable work practices
FDFTEC3001A Participate in a HACCP team	FDFFS2001A Implement the food safety program and procedures
MSMPER300 Issue work permits	MSMWHS201 Conduct hazard analysis

Qualification Mapping Information

Code and title current version	Code and title previous version	Comments	Equivalence status
FBP30617 Certificate III in Food Processing (Sales)	FDF30910 Certificate III in Food Processing (Sales)	Updated to meet Standards for Training Packages Packaging rules clarified Imported units updated or deleted	Equivalent qualification

Links

Companion Volumes, including Implementation Guides, are available at VETNet: https://vetnet.education.gov.au/Pages/TrainingDocs.aspx?q=78b15323-cd38-483e-aad7-1159b570a5c4