

**14929 version 2**

**Manage a retail meat outlet as a profitable business**

**Level: 5 Credits: 10**

---

Entry information: Open.

Special notes

1 Definition

*Companies* includes independent retail meat outlets, retail meat franchises, and supermarkets with retail meat departments. It includes all butcheries.

2 Legislation relevant to this unit standard includes but is not limited to the: Food Act 1981, Australia and New Zealand Food Code 2002, Food Hygiene Regulations 1974, Health and Safety in Employment Act 1992, Biosecurity Act 1993, Fair Trading Act 1986, Weights and Measures Act 1987, Consumer Guarantees Act 1993, Commerce Act 1986, Sale of Goods Act 1908, Animal Products Act 1999 and their subsequent amendments, or replacement legislation and regulations.

3 This unit standard may be assessed on the basis of evidence of demonstrated performance in the workplace or in simulated work situations such as at a regional assessment centre. In practice, this will call for a variety of modes of assessment and forms of evidence. Evidence is also required to demonstrate knowledge, understanding, and skill in the principles and practices directly relating to the competent performance of elements and performance criteria.

Judgment statement

Verifier: The trainee has shown ability to meet the standard stated within this unit in accordance with company specifications, procedures and where appropriate manufacturer's instructions.

Assessor: Based on the evidence of the verifier and demonstrated skills and knowledge the candidate has met the criteria as specified within this unit including all range statements.

Focus: Throughout this area of assessment the candidate will need to consistently apply knowledge learned relating to: sound businesses practices, organisational business rules and legislative requirements relating to acts, codes and legislation listed above.

**Element 1**

Price meat products for sales and profit.

<b>Performance Criteria</b>		<b>Candidate</b>	<b>Verifier/Assessor</b>
1.1	Price paid for stock is consistent with company selling price policy.	The candidate can price meat products for sales and profit in accordance with company requirements.	Verification by store owner/manager confirming that performance meets company standards, specifications and procedures
1.2	Prices are consistent with company sales targets.	Information must include evidence that price paid for stock are consistent with company selling price policy and that Prices are consistent with company sales targets company requirements.	
1.3	Product prices are in accordance with company requirements.		

**Element 2**

Develop and manage selling strategies.

<b>Performance Criteria</b>		<b>Candidate</b>	<b>Verifier/Assessor</b>
2.1	Selling strategies generate sales in accordance with company sales objectives and customer requirements.	The candidate can develop and manage selling strategies that generate sales in accordance with company sales objectives and customer requirements.	Verification by store owner/manager confirming that performance meets company sales objectives and customer requirements.
Range:	may include but is not limited to displays, customer service, advertising, promotions, discounting, specials.	Selling strategies may include displays, customer service, advertising, promotions, discounting, and specials. You can develop other strategies but get you assessor to agree to you using them for assessment before starting work on them.	

<b>Element 3</b>		
Manage budget.		
<b>Performance Criteria</b>	<b>Candidate</b>	<b>Verifier/Assessor</b>
3.1 Sales revenue and costs are within budget.	<p>The candidate can manage a retail meat outlet budget.</p> <p>Over a six week period manage:</p> <ul style="list-style-type: none"> <li>▪ Sales revenue and costs</li> <li>▪ Cost variances.</li> <li>▪ Staff rosters are managed</li> <li>▪ Retail meat outlet performance.               <ul style="list-style-type: none"> <li>○ May include but is not limited to gross profit, market share, wage percentage.</li> </ul> </li> </ul>	<p>Verification by store owner/manager covering a six week timeframe.</p> <p>Performance needs to be measured against company standards, specifications and procedures</p>
3.2 Cost variances are controlled within company standards.		
3.3 Staff rosters are managed in accordance with company specifications and procedures.		
3.4 Retail meat outlet performance is controlled within company standards.		
Range: may include but is not limited to gross profit, market share, wage percentage.		

<b>Element 4</b>		
Account for business activities.		
<b>Performance Criteria</b>	<b>Candidate</b>	<b>Verifier/Assessor</b>
4.1 Accounts are completed, distributed and filed without error and on time.	<p>The candidate can complete distribute and file purchase orders, invoices, work schedules, sales records, stock records, without error and on time</p>	<p>Verification by store owner/manager covering a six week timeframe.</p> <p>Performance needs to be measured against company standards, specifications and procedures</p>
Range: purchase orders, invoices, work schedules, sales records, stock records.		