

FIELD BUSINESS**Reclassification, Rollover, and Change of responsibility for *Sales Organisation and Management* unit standards**

Subfield	Domain	Id
Marketing	Sales Organisation and Management	10457-10471

The Retail ITO has assumed responsibility for the unit standards listed above, which were registered in March 1997.

The unit standards have been reclassified, and rolled over to allow time for a full review.

The review of these unit standards is planned to take place during 2006.

Existing classification

Field	Subfield	Domain	Id
Business	Marketing	Sales Organisation and Management	10457-10471

New classification

Field	Subfield	Domain	Id
Service Sector	Retail, Distribution and Sales	Retail and Distribution Management	10457-10471

Date new versions published

January 2006

New comments by date

January 2007

Expiry date of new versions of the unit standards

December 2007

Reason for the reclassification and rollover

The unit standards have been reclassified to reflect the change in standard setting responsibility from NZQA National Qualifications Services to the Retail ITO. The unit standards have been rolled over to maintain their currency until review.

Main changes

- The unit standards have been reclassified, from *Business>Marketing>Sales Organisation and Management* to *Service Sector>Retail, Distribution and Sales>Retail and Distribution Management*.
- *NZQA National Qualifications Services* has been replaced by *Retail ITO* in all references to the standard setter in the unit standards.

Impact on existing provider accreditations

Current Accreditation for			Accreditation extended to		
Nature of accreditation	Classification	Level	Nature of accreditation	Classification	Level
Field	Business	4-7	Domain	Retail and Distribution Management	Same
Subfield	Marketing	4-7	Domain	Retail and Distribution Management	Same
Domain	Sales Organisation and Management	4-7	Domain	Retail and Distribution Management	Same

Impact on Accreditation and Moderation Action Plan (AMAP)

The unit standards have been moved from AMAP 0113 to AMAP 0225.

Impact on existing qualifications

Qualifications that contain the revised standards or classifications are tabled below.

Affected	The qualification lists a revised classification (domain or subfield) in an elective set The qualification lists a standard that has changes to level or credits
Not materially affected	The qualification lists a standard that has a new title The qualification lists a standard that has a new classification

The following qualifications are affected by the changes. The standard setting bodies (SSBs) have been advised that they require revision.

Qualification title	Classification in the qualification	SSB Name
National Diploma in Tourism Conventions and Incentives with strands in Conference Organisation, Convention Bureaux, Incentives, and Venue Sales and Operations [Ref: 0724]	Sales Organisation and Management	Aviation, Tourism and Travel Training Organisation
National Diploma in Tourism (Management) (Level 5) [Ref: 0473]	Sales Organisation and Management	
National Certificate in Manufacturing and Mechanical Engineering (Level 2) [Ref: 0127]	Sales Organisation and Management	Competenz
National Certificate in Manufacturing and Mechanical Engineering (Level 3) [Ref: 0128]	Sales Organisation and Management	
National Certificate in Manufacturing and Mechanical Engineering (Level 4) [Ref: 0750]	Sales Organisation and Management	
National Diploma in Marketing with strands in General Marketing, Direct Marketing, International Marketing, Marketing Research, Sales Organisation and Management, Advertising, and Public Relations [Ref: 0424]	Sales Organisation and Management	NZQA
National Certificate in Meat Retailing (Management) [Ref: 0716]	Sales Organisation and Management	Retail Meat Industry Training Organisation Inc

The following qualifications are not materially affected by the changes. They will be updated when they are next reviewed.

Qualification title	Standards and classifications in the qualification	SSB Name
National Certificate in Fencing with strands in Non-Electric Fencing and Electric Fencing [Ref: 0324]	Marketing	Agriculture Industry training Organisation
National Diploma in Casino Gaming with strands in Casino Gaming Management, and Casino Inspection and Monitoring [Ref: 0671]	Marketing	Aviation, Tourism and travel Training Organisation
National Diploma in Tourism Conventions and Incentives with strands in Conference Organisation, Convention Bureaux, Incentives, and Venue Sales and Operations [Ref: 0724]	Marketing	
National Certificate in Manufacturing and Mechanical Engineering (Level 3)	Marketing	Competenz
National Diploma in Electricity Supply (Level 5) [Ref: 0674]	Marketing	Electricity Supply Industry Training Organisation
National Diploma in Electricity Supply (Level 6) [Ref: 0675]	Marketing	
National Certificate in Contact Centre Operations (Level 3) [Ref: 0643]	10458	Electro Technology Industry Training Organisation
National Certificate in Pulp and Paper Manufacturing (Level 2) [Ref: 0237]	Marketing	Forest Industries Training and Education Council (FITEC)
National Certificate in Pulp and Paper Manufacturing (Level 3) [Ref: 0238]	Marketing	
National Certificate in Pulp and Paper Manufacturing (Level 4) [Ref: 0239]	Marketing	
National Certificate in Business (Level 4) (Introductory) or (Intermediate) [Ref: 0782]	Marketing	NZQA
National Diploma in Business (Level 5) [Ref: 0783]	Marketing	
National Diploma in Business (Level 6) [Ref: 0784]	Marketing	
National Certificate in Small Business Management [Ref: 0172]	Marketing	
National Certificate in Marketing [Ref: 0345]	Marketing	
National Diploma in Marketing with strands in General Marketing, Direct Marketing, International Marketing, Marketing Research, Sales Organisation and Management, Advertising, and Public Relations [Ref: 0424]	Marketing 10464, 10466, 10467, 10468, 10469, 10471	
National Certificate in Performing Arts Management (Level 4) [Ref: 0611]	Marketing	
National Diploma in Equine (Farriery) (Level 5) [Ref: 0218]	Marketing	NZ Equine Industry Training Organisation
National Certificate in Sports Turf (Introduction to Turf Care) (Level 3) [Ref: 0700]	Marketing	New Zealand Sports Turf Industry Training Organisation
National Certificate in Retail (Level 4) [Ref: 0995]	Marketing	Retail ITO

Qualification title	Standards and classifications in the qualification	SSB Name
National Certificate in Community Recreation (Programme and Event Management) (Level 4) [Ref: 0939]	Marketing	Sport, Fitness and Recreation Industry Training Organisation Limited (Sfrito)

Summary of main changes to standards' classification

All changes are in **bold**.

Field Business
Subfield Marketing
Domain Sales Organisation and Management

Field **Service Sector**
Subfield **Retail, Distribution and Sales**
Domain **Retail and Distribution Management**

Id	Title	Level	Credit
10457	Establish and develop sales client relationships	4	5
10458	Communicate product information and provide product support to sales clients	4	5
10459	Provide sales related services	5	10
10460	Produce and present sales proposals	5	7
10461	Provide sales administration and support services	5	7
10462	Coordinate and develop the sales team	5	7
10463	Identify and interpret trends in personal selling	5	5
10464	Implement personal selling strategies to achieve targeted results	5	10
10465	Identify, interpret, and apply direct selling techniques and strategies	5	5
10466	Produce and coordinate sales promotion programmes	5	8
10467	Produce analyses and budgets for sales operations and activities	6	10
10468	Structure, develop, and manage sales territories	6	7
10469	Coordinate, develop, and manage the sales team to achieve objectives	6	10
10470	Manage sales operations to achieve objectives	7	10
10471	Identify sales organisation factors for international operations	6	5