

Field Service Sector**Review of *Wholesale* unit standards**

Subfield	Domain	ID
Retail, Distribution, and Sales	Wholesale	10457, 10458, 10459, 10460, 10461, 10462, 10463, 10464, 10465, 10466, 10467, 10468, 10469, 10470, 10471

ServicelQ has completed the review and change of classification of the unit standards listed above.

Date new versions published

December 2016

Planned review date

December 2021

Summary

The unit standards in the Wholesale Domain are due for review.

These unit standards were reviewed by a group of industry advisers and changes were made to evidence requirements and ranges, to keep them current with industry requirements. A new explanatory note referring to legislation was added to standards, where appropriate. The standards were endorsed by the advisory group.

Main changes

- Change in Domain classification for the unit standards from Wholesale to Sales to better reflect the knowledge and skills demonstrated by their content.
- A new explanatory note covering legal compliance was added where applicable.
- Title of standard 10464 changed to match spelling used in the standard.
- A last date for assessment of superseded versions was specified.

The last date for assessment of superseded versions of Category B unit standards is 31 December 2018.

Impact on existing organisations with consent to assess

Current consent for			Consent extended to		
Nature of consent	Classification or ID	Level	Nature of consent	Classification or ID	Level
Domain	Wholesale	4	Standards	10457, 10458	4
Domain	Wholesale	5	Standards	10457, 10458	4
				10459, 19460, 10461, 10462, 10463, 10464, 10465, 10466	5
Domain	Wholesale	6	Standards	10457, 10458	4
				10459, 19460, 10461, 10462, 10463, 10464, 10465, 10466	5
				10467, 10468, 10469	6
Domain	Wholesale	7	Standards	10457, 10458	4
				10459, 19460, 10461, 10462, 10463, 10464, 10465, 10466	5
				10467, 10468, 10469	6
				10470, 10471	7

Key to review category	
A	Dates changed, but no other changes are made - the new version of the standard carries the same ID and a new version number
B	Changes made, but the overall outcome remains the same - the new version of the standard carries the same ID and a new version number
C	Major changes that necessitate the registration of a replacement standard with a new ID
D	Standard will expire and not be replaced

Service Sector > Retail, Distribution, and Sales

ID	Domain	Title	Level	Credit	Review Category
10457	Wholesale Sales	Establish and develop sales client relationships	4	5	B
10458	Wholesale Sales	Communicate product information to sales clients	4	5	B
10459	Wholesale Sales	Provide sales related services Develop, implement, and maintain sales related services	5	10	B
10460	Wholesale Sales	Produce and present sales proposals	5	10	B
10461	Wholesale Sales	Provide sales administration and support services	5	7	B
10462	Wholesale Sales	Coordinate and develop the sales team	5	7	B
10463	Wholesale	Identify and interpret trends in personal selling	5	5	B

ID	Domain	Title	Level	Credit	Review Category
	Sales	Identify, interpret, and evaluate trends in personal selling			
10464	Wholesale Sales	Implement personal selling strategies to achieve targeted results Establish, implement, and evaluate personal selling strategies to achieve targeted results	5	10	B
10465	Wholesale Sales	Identify, interpret, and apply direct selling techniques and strategies	5	5	B
10466	Wholesale Sales	Produce and coordinate sales promotion programmes Produce, coordinate, and evaluate the effectiveness of sales promotion programmes	5	8	B
10467	Wholesale Sales	Produce analyses and budgets for sales operations and activities Produce analyses, budget estimates, and processes to implement and monitor budgets for sales operations and activities	6	10	B
10468	Wholesale Sales	Structure, develop, and manage sales territories	6	7	B
10469	Wholesale Sales	Coordinate, develop, and manage the sales team to achieve objectives	6	10	B
10470	Wholesale Sales	Manage sales operations to achieve objectives	7	10	B
10471	Wholesale Sales	Identify and evaluate sales organisation factors for international operations	7	10	B