

Title	Manage a retail or wholesale meat operation as a profitable business		
Level	5	Credits	12

Purpose	People credited with this unit standard are able to price meat products for sales and profit, develop and manage selling strategies and, prepare a budget and monitor business performance.
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Classification	Meat Processing > Meat Retailing
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Available grade	Achieved
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Guidance Information

- 1 Legislation and references
Legislation, regulations and/or industry standards relevant to this unit standard include but are not limited to the:
Australia New Zealand Food Standards Code, available at <http://www.foodstandards.govt.nz/>.
Animal Products Act 1999;
Biosecurity Act 1993;
Biosecurity Amendment Act 2015;
Consumer Guarantees Act 1993;
Fair Trading Act 1986;
Fair Trading Amendment Act 2013;
Food Act 2014;
Food (Safety) Regulations 2002;
Health and Safety at Work Act 2015;
Resource Management Act 1991;
Sale of Goods Act 1908;
Weights and Measures Act 1987.

Any new, amended or replacement Acts, regulations, standards, codes of practice, guidelines, or authority requirements or conditions affecting this unit standard will take precedence for assessment purposes, pending review of this unit standard.

- 2 Definition
Workplace includes retail or wholesale meat operation.

3 Assessment

This unit standard may be assessed on the basis of evidence of demonstrated performance in the workplace or in simulated work situations. 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 outcomes and evidence requirements.

Outcomes and performance criteria

Outcome 1

Price meat products for sales and profit in a retail or wholesale meat business.

Performance criteria

- 1.1 Price paid for stock is consistent with market selling price.
- 1.2 Selling prices are consistent with workplace sales and profit targets.

Outcome 2

Develop and manage selling strategies.

Performance criteria

- 2.1 Generate sales strategies in accordance with workplace sales objectives and customer requirements.

Range may include but is not limited to – displays, customer service, advertising, promotions, discounting, specials, online, complementary products, current trends.

Outcome 3

Prepare a budget and monitor business performance.

Performance criteria

- 3.1 Explain the purpose of a budget.
- 3.2 Prepare a budget for a retail meat operation or a meat department or a wholesale meat operation.
 - Range includes – cost of goods sold, marketing, income, fixed expenses, cashflow, profit, labour.
- 3.3 Monitor sales revenue and costs against budget.
- 3.4 Monitor market cost variances against budget.

3.5 Maintain records to confirm business performance.

Range includes – cost of goods sold, marketing, income, profit.

Planned review date	31 December 2029
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Status information and last date for assessment for superseded versions

Process	Version	Date	Last Date for Assessment
Registration	1	27 February 2025	N/A

Consent and Moderation Requirements (CMR) reference	0013
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This CMR can be accessed at <http://www.nzqa.govt.nz/framework/search/index.do>.

Comments on this unit standard

Please contact Hanga-Aro-Rau Manufacturing, Engineering and Logistics Workforce Development Council qualifications@hangaarorau.nz if you wish to suggest changes to the content of this unit standard.