

*(Add industry or sector-specific requirements that apply only to standards in specific domains)*

## **Āpitiḡanga | Appendix 9 Retail, Distribution and Sales**

***Applicant organisations must meet the common requirements of each criterion detailed in the CMR and these specific requirements for standards in the following specific domains, and continue to meet them to maintain their consent or accreditation.***

***The domains specified within the following paragraphs have the specific requirements set out below those domains.***

### ***a. Particular skills and knowledge of teachers and assessors***

*Domain: Retail, Distribution and Sales*

*Specific requirements:*

*(State any requirements for skills, knowledge, credentials, experience, and professional development of teaching and assessment staff.)*

Applicant organisations must have policies and procedures for the appointment and ongoing performance management of staff, to ensure that assessors:

- hold a recognised industry qualification at or above the level at which they are assessing or are able to demonstrate equivalent knowledge and skills, and
- have sufficient industry experience, which is considered to be:
  - Level 2 – minimum of one year of retail or wholesale experience and a relevant qualification or two years of industry experience.
  - Level 3 – minimum of one year of retail or wholesale experience at a supervisory level or a minimum of three years of relevant industry experience or are able to demonstrate equivalent knowledge and skills.  
Note: An exemption to level 3 requirements may be granted for level 3 unit standards where those unit standards are included in an approved level 2 programme of study.
  - Level 4 and above – minimum of one year of retail or wholesale experience at a management level or are able to demonstrate equivalent knowledge and skills.

### ***b. Special resources required for assessing against the standards***

*Domain: Retail, Distribution and Sales*

*Specific requirements:*

*(State any resources required for assessment.)*

Applicant organisations must have policies and procedures to ensure: all practical work is applied and practised within a commercial retail or wholesale environment where students are able to access equipment and systems commonly used within the retail and wholesale industries such as POS (point of sale), stock control systems, policy and procedure manuals and electronic payment machines.

### ***c. Learner access to resources***

*Domain:*

*Specific requirements:*

*(State any requirements for learner support systems and access to resources for students.)*

**d. Practical experience**

*Domain:*

*Specific requirements:*

*(State any requirements for practical or work-based experience.)*

**e. Site visit**

*Domain:*

*Specific requirements:*

*(State if a site visit is required and the purpose of the visit in relation to the consent requirements.)*

DRAFT