Unit Title:	**Merchandise plants and other relevant products**
OCR unit number:	49
Sector unit number:	C.56
Level:	2
Credit value:	6
Guided learning hours:	45
Unit reference number:	J/502/0771

Unit purpose and aim

This unit comes from the land based and environmental sector. It is included as an option within the Retail Skills qualifications for learners who work in garden centres.

Learning Outcomes	Assessment Criteria
The Learner will:	**The Learner can:**
1 Know how to merchandise plants and other products	1.1 outline how to present plants and relevant products (eg growing media, containers, plant feed etc.) for best effect 1.2 explain the importance of location and hot and cold spots 1.3 describe the different ways plants are sold eg root wrap and containers 1.4 outline the merchandising systems of display 1.5 describe how other sales can be linked to plant purchases 1.6 outline the principles of stock rotation 1.7 outline the value of point of sale material and the range available
2 Be able to merchandise plants and other products	2.1 display plants and relevant products (eg growing media, containers, plant feed etc.) effectively to maximise sales 2.2 use point of sale materials and labels effectively 2.3 promote linked sales

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Learning Outcomes	Assessment Criteria
3 Know how to maintain the condition of plants for sale	3.1 explain how to check and maintain the condition of plants and products covering the following types of plants: • trees and shrubs • bedding plants • herbaceous perennials • bulbs 3.2 describe the appropriate method of reporting signs of pests, diseases or other disorders and who to
4 Be able to maintain plants ready for use	4.1 maintain optimum conditions for the plants as far as possible within the available facilities 4.2 provide any necessary supplies of food and water to maintain the condition of the plants and remove weeds and suckers 4.3 check the condition of plants and relevant products to maintain their saleable value 4.4 identify any plants or products that should be removed and take the appropriate action 4.5 report signs of pests, disease or other disorders to the appropriate person 4.6 care for incoming plants and implement an appropriate stock rotation plan 4.7 monitor the development of new plants against the stock rotation plan and take the appropriate action if there are any problems

Assessment

This unit requires workplace assessment of occupational competence. It is internally assessed by centre staff and externally assessed by an OCR External Verifier.

The unit is competence-based. This means that it is linked to the candidate's ability to competently perform a range of tasks associated with their work.

Simulation will not be acceptable where the unit is included in qualifications which verify competent performance.

Please refer to Lantra's Assessment Strategy for further guidance.

Assessment conducted by an external/peripatetic assessor must adhere to section 4.2.1 of Skillsmart Retail's '*Retail Qualifications Assessment Principles'*. As such, OCR requires the line manager or the owner/manager to sign and date the bottom of each unit Evidence Record Sheet (ERS) to both confirm their involvement and the candidate's competence. This should be on or prior to the signature and date provided by the assessor.

Evidence requirements

OCR does not stipulate the mode of delivery for the teaching of the content of this unit. Centres are free to deliver this unit using any mode of delivery that meets the needs of their candidates. Centres should consider the candidates' complete learning experience when designing programmes of learning.

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Guidance on assessment and evidence requirements

You should refer to the '*Admin Guide: Vocational Qualifications* (A850)' for *Notes on Preventing Computer-Assisted Malpractice*.

National Occupational Standards (NOS) mapping/signposting

This unit is based on the NOS reference LANPH15

NOS can be viewed on the relevant Sector Skills Council's website or the Occupational standards directory at www.ukstandards.co.uk.

Functional skills signposting

This section indicates where candidates may have an opportunity to develop their functional skills.

Functional Skills Standards					
English		**Mathematics**		**ICT**	
Speaking and Listening	✔	Representing		Use ICT systems	✔
Reading		Analysing		Find and select information	
Writing	✔	Interpreting		Develop, present and communicate information	✔

Additional information

For further information regarding administration for this qualification, please refer to the OCR document '*Admin Guide: Vocational Qualifications' (A850)* on the OCR website www.ocr.org.uk .