



## **Budgeting & Sales**

# **CHECKLIST**

**for**

**Candidates' Self-Assessment**

**of**

**Prior Learning**

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**Candidate Name:** \_\_\_\_\_

## Budtending & Sales

This process provides a review of your qualifications that have been learned through non-formal education, training or experiences. You will provide evidence that demonstrates you possess the skills and abilities to satisfy the outlined learning outcomes and competencies. The evidence you submit will be reviewed by a qualified specialist who will determine if you qualify to receive validation, recognition and credit for past learning regardless of how it was achieved.

| LEARNING OUTCOMES  | COMPETENCIES  |
|--|---|
| Explain the organizational structure of British Columbia's cannabis supply chain.  | <ol style="list-style-type: none"> <li>1. Identify how packaged cannabis products move from a licensed producer through the supply chain to the end consumer in British Columbia.</li> <li>2. Identify any criteria or differences between the sale of cannabis products using an online platform or brick and mortar location (If any) based on the distribution of cannabis products framework.</li> </ol>  |
| Outline the ability to successfully perform a sale from beginning to completion.   | <ol style="list-style-type: none"> <li>1. Explain the steps taken to interact with the customer. This includes and is not limited to: greeting the customer, determining their needs, finding a suitable product and completing the transaction.</li> </ol>   |
| Summarize the rules found within British Columbia's ' <i>Cannabis Retail Store Terms and Conditions</i> ' handbook that relate to the sale of cannabis products. | <ol style="list-style-type: none"> <li>1. Identify the government-required-worker qualifications and training necessary for a non-medical cannabis retail salesperson.</li> <li>2. Explain the identification (ID) requirements the customer must have to purchase non-medical cannabis in British Columbia.</li> <li>3. Identify the minimum legal age to purchase non-medical cannabis or cannabis accessories in British Columbia.</li> <li>4. Summarize the requirements to control the behaviour of customers in the store and document any incidents that may occur.</li> </ol> |
| Demonstrate product knowledge for non-medical cannabis and cannabis accessories.   | <ol style="list-style-type: none"> <li>1. Identify the different product categories available for sale in British Columbia: edibles, ingestible extracts, inhalable extracts and dried.</li> <li>2. Identify the different classifications used to guide a customer's expected effects when</li> </ol>  |

|  |   |
|--|---|
|  | consuming a cannabis product. (Indica, Sativa, Hybrid, Blend)   |
| Discuss how customer service is a necessity in ensuring customer satisfaction. | 1. Demonstrate an understanding of customer satisfaction and its relationship with the customer service provided. |

### Budtending & Sales Candidate: Knowledge Checklist

|   |    |  |    |  |    |
|---|----|--|----|--|----|
| I am familiar with the organizational structure of British Columbia’s cannabis supply chain and understand the difference between online and brick and mortar stores. |    | I understand the process of interacting with a potential customer, determine their needs, recommend a product to suit their needs and facilitate the final sales’ transaction. |    | I understand the rules found within British Columbia’s <b><i>Cannabis Retail Store Terms and Conditions</i></b> ’ handbook and their effect. |    |
| Yes   | No | Yes  | No | Yes  | No |

|  |    |  |    |  |    |
|--|----|--|----|--|----|
| I am familiar with legal non-medical cannabis product categories and cannabis accessories. |    | I can explain the different classifications of cannabis products that can be used to guide potential effects the consumer will experience. |    | I can understand and describe the importance of customer service in creating a positive customer experience. |    |
| Yes  | No | Yes  | No | Yes  | No |

**TOTAL for BUDTENDING & SALES**

|     |  |    |  |
|-----|--|----|--|
| YES |  | NO |  |
|-----|--|----|--|