



**Australian Government**

# **Assessment Requirements for AHCBUS516 Develop and review a business plan**

**Release: 1**

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## Modification History

Release	Comments
Release 1	This version released with AHC Agriculture, Horticulture, Conservation and Land Management Training Package Version 4.0.

## Performance Evidence

An individual demonstrating competency must satisfy all of the elements and performance criteria in this unit. There must be evidence that the individual has developed and reviewed a business plan for at least one enterprise, including:

- set strategic goals, targets and directions for the enterprise
- determined clear and measurable indicators of operational performance
- identified and designed risk management strategies
- developed appropriate operational plans
- documented the business plan
- monitored the business plan to identify strengths, weaknesses and areas for improvement.

## Knowledge Evidence

An individual must be able to demonstrate the knowledge required to perform the tasks outlined in the elements and performance criteria of this unit. This includes knowledge of:

- profit and loss and cash flow systems
- forecasting trends in expenditure and production for an enterprise
- communication techniques typically used to negotiate business strategies and directions
- risk management strategies relevant to the enterprise
- marketing strategies relevant to the enterprise
- measures of operational performance
- financial and operational systems and resource considerations relevant to business planning
- logical and analytical methods to interpret and analyse financial reports
- industrial relations, taxation, corporate and industry legislation, environmental and work health and safety legislation as they relate to the enterprise
- capital investment analysis.

## Assessment Conditions

Assessment of skills must take place under the following conditions:

- physical conditions:
  - skills must be demonstrated in a workplace setting or an environment that accurately represents workplace conditions
- resources, equipment and materials:
  - access to business records for an enterprise.

Assessors of this unit must satisfy the requirements for assessors in applicable vocational education and training legislation, frameworks and/or standards.

## Links

Companion Volumes, including Implementation Guides, are available at VETNet: -  
<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=c6399549-9c62-4a5e-bf1a-524b2322cf72>