AMPMGT804 Develop and enhance collaborative partnerships and relationships

Release: 1

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Modification History

Release	TP Version	Comment
1	AMPv1.0	Initial release

Application

This unit describes the skills and knowledge required to develop and enhance collaborative partnerships and relationships with business, community and industry stakeholders. The unit also describes the skills and knowledge required to communicate to influence others, enhance new and existing partnerships, establish positive collaborative relationships, lead the development of a partnership program and establish reporting mechanisms.

This unit applies to leaders or managers working in an enterprise where collaborative partnerships and relationships are used to build capabilities. It includes forming partnerships, or other collaborative arrangements, to achieve improved product, marketing, workforce development, business outcomes or community relationships.

Enterprise leaders should gain the respect of colleagues, contacts, clients and the community by demonstrating professionalism in all aspects of their work. Their professionalism should be underpinned by their management expertise and effective interpersonal and communication skills.

No occupational licensing, legislative or certification requirements are known to apply to this unit at the time of publication.

Pre-requisite Unit

Nil.

Unit Sector

Elements and Performance Criteria

Element	Performance criteria
Elements describe the essential outcomes.	Performance criteria describe the performance needed to demonstrate achievement of the element.
1. Identify and analyse existing partnerships	1.1 Identify and analyse key existing business partnerships and

Element	Performance criteria
and relationships with stakeholders	relationships
	1.2 Identify outcomes to be achieved from existing business partnerships and relationships
	1.3 Analyse indicators and feedback processes used to evaluate the health of the partnership arrangements
	1.4 Develop and implement strategies to enhance the effectiveness of existing partnerships and relationships
2. Lead the establishment of a new or renegotiated partnership program	2.1 Establish desired outcomes for a new or renegotiated business partnership
	2.2 Identify and address relevant organisational policies and procedures in partnership plan
	2.3 Identify relevant legal requirements and address them in partnership planning
	2.4 Form partnership program using collaborative and consultative processes
	2.5 Plan and allocate resource requirements to develop the partnership program
	2.6 Establish relevant organisational policies and procedures relating to the partnership
	2.7 Organise and allocate work activities in a cost-effective and equitable manner with clear, quantifiable and agreed performance standards
3. Communicate to influence relevant individuals and stakeholders	3.1 Generate trust, confidence and support from relevant individuals and other stakeholders by demonstrating a high standard of personal performance and conduct
	3.2 Implement communication strategies to positively represent the organisation to media, local community and other stakeholders
	3.3 Make decisions in consultation with relevant stakeholders and individuals, where appropriate
	3.4 Empower individuals to develop their own methods of working in accordance with agreed boundaries of competence, cultural diversity, and organisational and legal requirements
	3.5 Use a range of influencing strategies to increase commitment from staff and stakeholders to achieve organisational requirements and to contribute to desired culture
	3.6 Undertake selected community and/or professional engagements that project a positive image of the organisation to the broader community and stakeholders
4. Establish and implement reporting mechanisms for	4.1 Establish reporting systems against planned partnership outcomes
	4.2 Implement systems to report partnership outcome

Element	Performance criteria
partnership program	

Foundation Skills

Foundation Skills essential to performance are explicit in the performance criteria of this unit of competency.

Range of Conditions

Unit Mapping Information

MTMBUS704A Develop and enhance collaborative partnerships and relationships	E

Links

Companion Volume implementation guides are found in VETNet - https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=5e2e56b7-698f-4822-84bb-25adbb8443a7