



Australian Government

Assessment Requirements for BSBINT401

Research international business opportunities

Release: 1

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Modification History

Release	Comments
Release 1	This version first released with BSB Business Services Training Package Version 1.0.

Performance Evidence

Evidence of the ability to:

- access information from a range of internal and external sources including, where required, specialist services or advice to:
 - identify international opportunities relevant to the organisation's goals, capabilities and capacity in terms of skills and human resources, finances and investment, expected returns, relationship with or knowledge of other countries
 - evaluate the viability of the opportunities in terms of business risks, finances, physical resources, market competition, human resources and skills, timing considerations and relevant legislation, regulations standards and codes of practice
- document outcomes of research.

Note: If a specific volume or frequency is not stated, then evidence must be provided at least once.

Knowledge Evidence

To complete the unit requirements safely and effectively, the individual must:

- outline internal and external sources of information relevant to identifying and evaluating the organisation's international business opportunities
- outline key provisions of relevant legislation, regulations, standards and codes of practice
- describe cultural aspects relevant to target markets
- explain common measures that can be used to assess the viability or feasibility of business opportunities
- explain principles of risk management relevant to the business opportunities.

Assessment Conditions

Assessment must be conducted in a safe environment where evidence gathered demonstrates consistent performance of typical activities experienced in the business development - international business field of work and include access to:

- relevant workplace documentation and resources
- case studies and, where possible, real situations.

Assessors must satisfy NVR/AQTF assessor requirements.

Links

Companion Volume implementation guides are found in VETNet -

<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=11ef6853-ceed-4ba7-9d87-4da407e23c10>