



Australian Government

Assessment Requirements for BSBSMB416 Plan small business growth

Release: 1

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Modification History

Release	Comments
Release 1	This version first released with BSB Business Services Training Package Version 2.0.

Performance Evidence

Evidence of the ability to:

- determine realistic growth goals and objectives to expand, create or sustain competitive advantage
- develop a business case for growth to meet business goals and objectives that includes:
 - key assumptions
 - specific tactics and strategies
 - legal and compliance responsibilities
 - operational considerations including resource requirements
 - risk identification and mitigation strategies
 - financial analysis including cash flow implications
 - due diligence (if a third party is involved)
- communication with relevant stakeholders
- integrate growth strategy into business planning.

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 legislation, regulation, business policy and procedures relevant to the business
- describe core elements and preparation of a business case
- outline steps for setting goals and objectives
- explain the principles of risk management
- discuss the different options and strategies for small business growth appropriate for particular business type, size and industry.

Assessment Conditions

Assessment must be conducted in a safe environment where evidence gathered demonstrates consistent performance of typical activities experienced in the Management and Leadership – Small and Micro Business field of work and include access to:

- relevant legislation, regulations, standards and codes
- relevant workplace documentation and resources
- case studies or, where possible, real situations.

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

Links

Companion volumes are available from the IBSA website -
http://companion_volumes.vetnet.education.gov.au/Pages/TrainingPackage.aspx?pid=13