



**Australian Government**

# **Assessment Requirements for BSBFRA501 Establish a franchise operation**

**Release: 1**

# Assessment Requirements for BSBFRA501 Establish a franchise operation

## 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:

- carry out initial research into franchise operations
- create a business and marketing plan to determine financial viability or secure financial backing
- create policies, procedures and processes in accordance with relevant legislative and regulatory requirements
- establish a formal agreement with a franchisee that specifies roles and responsibilities of both parties.

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:

- identify work health and safety (WHS) requirements specific to the nature and type of franchising operation
- outline legislation, codes of practice and national standards relevant to franchise operation
- explain what a financial feasibility study entails
- explain the differences between a marketing plan and business plan
- list and describe financing options available
- describe different franchising models, including how each operates.

## 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 – franchising field of work. This includes access to:

- business documentation
- relevant legislation, regulations and codes of conduct
- feedback from franchisees
- office equipment and resources.

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>