



Australian Government

BSBMKG514 Implement and monitor marketing activities

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.

Application

This unit describes the skills and knowledge required to apply and observe marketing plan objectives and action necessary improvements.

It applies to individuals who possess a sound theoretical knowledge base in advertising management, and demonstrate a range of managerial skills. In this role, they usually lead and coordinate a marketing team, implement a marketing plan, monitor performance of marketing strategies and evaluate their effectiveness.

They also involve team members in identifying improvements for marketing strategies and formulating recommendations for future marketing activities.

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

Unit Sector

Business Development – Marketing

Elements and Performance Criteria

ELEMENT	PERFORMANCE CRITERIA
<i>Elements describe the essential outcomes.</i>	<i>Performance criteria describe the performance needed to demonstrate achievement of the element.</i>
1. Implement marketing strategies and tactics	1.1 Brief stakeholders who participated in the marketing planning process on their implementation roles and responsibilities 1.2 Identify and brief marketing and non-marketing personnel critical to success of the marketing plan, on objectives, performance measures, and their roles and responsibilities 1.3 Prioritise marketing strategies and identify resources for their implementation, in accordance with organisational requirements 1.4 Implement communication and team building strategies to

ELEMENT	PERFORMANCE CRITERIA
	<p>ensure personnel responsible for each element of the marketing mix work together to meet the organisation's marketing objectives</p> <p>1.5 Implement strategies for monitoring marketing activities and analysing marketing performance, in accordance with marketing plan</p>
2. Monitor marketing strategies and tactics	<p>2.1 Monitor and implement promotional activity against communication objectives in the marketing plan</p> <p>2.2 Monitor product, pricing and distribution decisions against organisational policy and objectives of the marketing plan</p> <p>2.3 Monitor marketing results against targets in the marketing plan</p> <p>2.4 Monitor marketing revenue and costs against budget, and analyse record variations</p> <p>2.5 Prepare and present marketing reports indicating ongoing progress towards marketing objectives</p>
3. Evaluate and improve marketing performance	<p>3.1 Regularly assess marketing performance against objectives</p> <p>3.2 Identify opportunities for improvement through discussion with customers and personnel responsible for each element of marketing mix</p> <p>3.3 Change business practices in line with changing customer requirements to maintain business relevance and viability</p> <p>3.4 Document recommendations for improvement in accordance with organisational requirements</p> <p>3.5 Communicate changes to marketing objectives and targets with relevant stakeholders, to facilitate implementation</p>

Foundation Skills

This section describes language, literacy, numeracy and employment skills incorporated in the performance criteria that are required for competent performance.

Skill	Performance Criteria	Description
Reading	1.3-1.5, 2.1-2.4, 3.1, 3.4	<ul style="list-style-type: none"> Identifies and evaluates textual information to determine business achievements against workplace objectives
Writing	1.1, 1.2, 2.5, 3.4, 3.5	<ul style="list-style-type: none"> Uses clear, accurate and relevant language to organise and record information and complete workplace

		documentation
Oral Communication	1.1, 1.2, 1.4, 1.5, 2.5, 3.2, 3.5	<ul style="list-style-type: none"> Participates in verbal exchanges using appropriate language and non-verbal features Elicits views and opinions of others using active listening and questioning
Numeracy	1.3, 2.2-2.4	<ul style="list-style-type: none"> Uses mathematical techniques to analyse marketing performance, resource availability, revenue and cost
Navigate the world of work	1.3-1.5, 2.1-2.3, 2.5, 3.1, 3.4	<ul style="list-style-type: none"> Monitors adherence to organisational policies and objectives and considers own role in terms of its contribution to broader goals of work environment
Interact with others	1.1, 1.2, 1.4, 1.5, 2.5, 3.2, 3.5	<ul style="list-style-type: none"> Collaborates with others to achieve joint outcomes, playing an active role in facilitating effective group interaction Recognises importance of taking audience, purpose and contextual factors into account when making decisions about what to communicate with whom, why and how
Get the work done	1.2, 1.3, 1.5, 2.1, 2.3, 2.4, 3.2, 3.3	<ul style="list-style-type: none"> Develops plans and uses effective time management and organisational skills to complete tasks with an awareness of how they may contribute to longer-term operational and strategic goals In more complex, non-routine situations, uses formal decision-making processes, setting or clarifying goals, gathering information and identifying and evaluating several choices against a limited set of criteria When dealing with complex issues identifies cause of the problem, and uses analytical processes to generate possible solutions

Unit Mapping Information

Code and title current version	Code and title previous version	Comments	Equivalence status
BSBMKG514 Implement and monitor marketing activities	BSBMKG514A Implement and monitor marketing activities	Updated to meet Standards for Training Packages	Equivalent unit

Links

Companion Volume implementation guides are found in VETNet -

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