Assessment Requirements for CUAFIM411 Obtain revenue to support operations

# Modification History

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| Release | Comments |
| Release 1 | This version first released with CUA Creative Arts and Culture Training Package Version 5.0. |

# Performance Evidence

The candidate must demonstrate the ability to complete the tasks outlined in the elements, performance criteria and foundation skills of this unit, including evidence of the ability to:

* obtain revenue to support at least two different operations.

In the course of the above, the candidate must:

* develop and document a plan that outlines strategies for raising revenue for a given organisation or practice
* research revenue-raising opportunities applicable to the organisation or practice
* coordinate funding development according to requirements
* monitor and review revenue-raising strategies.

# Knowledge Evidence

The candidate must be able to demonstrate knowledge to complete the tasks outlined in the elements, performance criteria and foundation skills of this unit, including knowledge of:

* sources of information for potential funding
* techniques for interpreting a range of financial data, including evaluating suitability of revenue sources in relation to organisational goals and vision
* organisational policies and procedures for obtaining revenue to support operations, including those relating to:
* workplace documentation
* avenues through which revenue can be raised and their typical objectives and expectations, including:
* individual philanthropy
* corporate philanthropy
* corporate sponsorship
* grant writing
* emerging trends and different models for revenue-raising activities
* issues and challenges that typically arise in revenue raising activities
* techniques for building and maintaining business relationships with stakeholders
* key obligations generally associated with funding agreements, including:
* legal requirements to supply services as contracted and ramifications of failure to comply
* audit of expenditure
* reporting requirements.

# Assessment Conditions

Skills in this unit must be demonstrated in a workplace or simulated environment where the conditions are typical of those in a working environment in this industry.

This includes access to:

* interaction with stakeholders
* organisational goals and visions for which revenue is required.

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

# Links

Companion Volume Implementation Guide is found on VETNet - <https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=1db201d9-4006-4430-839f-382ef6b803d5>