



Australian Government

Assessment Requirements for FNSCUS411 Participate in negotiations

Release: 1

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Modification History

Release	Comments
Release 1	This version first released with the FNS Financial Services Training Package Version 8.0. Supersedes and is equivalent to FNSCUS401 Participate in negotiations.

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:

- plan, conduct and finalise at least one negotiation resulting in mutually acceptable agreements for all parties.

In the course of the above, the candidate must:

- work cooperatively and treat all parties professionally and with respect during all stages of the negotiation.

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:

- key features of different negotiation styles
- presentation and questioning techniques used when conducting negotiations
- conflict-resolution strategies and techniques used to break deadlocks
- key features of organisational policies and procedures relating to negotiating outcomes
- key legislative requirements and industry codes of conduct relevant to negotiations in own field of work.

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:

- common office equipment, technology, software and consumables
- relevant industry codes of conduct and legislation.

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

Links

Companion Volume Implementation Guide is found on VETNet -

<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=c7200cc8-0566-4f04-b76f-e89fd6f102fe>