



Australian Government

Assessment Requirements for ICTICT608 Interact with clients on a business level

Release: 1

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Modification History

Release	Comments
Release 1	This version first released with ICT Information and Communications Technology Training Package Version 1.0.

Performance Evidence

Evidence of the ability to:

- assemble a proposal for a new business initiative
- develop a strong awareness of the clients business
- present and negotiate a proposal with the client
- formulate and implement new business
- monitor and maintain client relationship and requirements of service.

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:

- discuss business practices relevant to understanding client needs, including:
 - change management
 - information gathering techniques
 - planning process, including development of information and communications technology (ICT) business solutions
 - preparation of reports
- identify current industry accepted hardware and software products relevant to client services and support, including:
 - general features and capabilities
 - vendor product directions
- identify and interpret legal principles of commercial contracts and service level agreements (SLAs)
- interpret organisational policies, plans and procedures, including contracting
- summarise the concepts of negotiation and the process for building business relationships.

Assessment Conditions

Gather evidence to demonstrate consistent performance in conditions that are safe and replicate the workplace. Noise levels, production flow, interruptions and time variances must be typical of those experienced in the general ICT industry, and include access to:

- organisational policies, procedures and SLAs for the ICT industry
- contexts for negotiating agreements and contracts
- current ICT hardware and software products.

Assessors must satisfy NVR/AQTF assessor requirements.

Links

Companion Volume implementation guides are found in VETNet -

<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=a53af4e4-b400-484e-b778-71c9e9d6aff2>