



Australian Government

PSPMGT011 Develop partnering arrangements

Release: 1

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Modification History

Release	Comments
1	<p>This unit was released in PSP Public Sector Training Package release 1.0 and meets the Standards for Training Packages.</p> <p>This unit supersedes and is equivalent to PSPMNGT613A Develop partnering arrangements.</p> <ul style="list-style-type: none">• Unit code updated• Content and formatting updated to comply with new standards• All PC transitioned from passive to active voice

Application

This unit describes the skills required to explore opportunities for government organisations to develop partnering arrangements with the private sector and to proceed to formal agreement based on evaluation to ensure the public interest is fully protected.

This unit applies to those working in the public sector working to arrange partnerships with the private sector.

The skills and knowledge described in this unit must be applied within the legislative, regulatory and policy environment in which they are carried out. Organisational policies and procedures must be consulted and adhered to.

Those undertaking this unit would work independently, performing complex tasks in a range of familiar contexts.

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

Competency Field

Management

Elements and Performance Criteria

ELEMENTS	PERFORMANCE CRITERIA
Elements describe	Performance criteria describe the performance needed to demonstrate

the essential outcomes	achievement of the element. Where bold italicised text is used, further information is detailed in the range of conditions section.
1. Explore partnering opportunities	<p>1.1 Undertake rigorous assessment to establish the potential for private sector involvement in the delivery services and/or infrastructure.</p> <p>1.2 Determine need, affordability and priority for private sector partnering to ensure the public interest is fully protected.</p> <p>1.3 Identify the service and/or infrastructure requirement to be provided through a partnering arrangement, confirm benefits to the community and identify potential partners.</p>
2. Assess feasibility	<p>2.1 Conduct a full feasibility study that includes environmental analysis, social impact and cost-benefit analysis to confirm the merits of partnering options for financing, delivery and value for money.</p> <p>2.2 Conduct a full risk assessment, including the risks and costs the government would be prepared to retain.</p> <p>2.3 Undertake a detailed assessment of costs and potential revenue streams and compare with the costs associated with public sector provision.</p> <p>2.4 Consult community stakeholders to provide input in the feasibility and planning stages of any partnering arrangement.</p>
3. Establish partnering arrangements	<p>3.1 Determine detailed requirements for the partnering arrangement.</p> <p>3.2 Investigate procurement options, including a full public tender process.</p> <p>3.3 Arrange contracts that specify partnering duration, outputs, benefits and performance incentives.</p> <p>3.4 Allocate risk to whichever party is best able to manage it and develop an accountability structure and approval process.</p> <p>3.5 Obtain government approvals and enter into contractual arrangements.</p>
4. Foster productive partnering relationships	<p>4.1 Affirm reasons for the partnering arrangement, roles, limitations and expectations throughout the life of the relationship.</p> <p>4.2 Use ongoing communication to confirm vision, agreed goals, outcomes, measures of performance, agreed accountabilities and the limits of the arrangement for both parties.</p> <p>4.3 Maintain and explain ethical standards and public sector accountabilities.</p> <p>4.4 Agree upon and use strategies for solving problems and dealing with conflict to build trust/mutual respect for the benefit of both parties.</p>

Foundation Skills

Foundation skills are embedded within the elements and performance criteria of this unit.

Unit Mapping Information

This unit supersedes and is equivalent to PSPMNGT613A Develop partnering arrangements.

Links

Companion Volume implementation guides are found in VETNet -

<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=bebbece7-ff48-4d2c-8876-405679019623>

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