



Australian Government

Department of Education, Employment and Workplace Relations

RGRPSH422A Promote and maintain business arrangements with racehorse owners

Release: 1

RGRPSH422A Promote and maintain business arrangements with racehorse owners

Modification History

Not Applicable

Unit Descriptor

Unit descriptor

This unit of competency specifies the outcomes required to promote the services to be provided, encourage owners to race horses and ensure owners are kept informed of incidents and decisions that affect their horses. This unit also requires the practical care and management of harness or thoroughbred racing horses and the application of OHS standards in the workplace. This unit of competency operates in workplace environments of racing stables, paddocks, yards, racecourses and public areas. Licensing, legislative, regulatory or certification requirements may apply to this unit, check with your State Principal Racing Authority for current license or registration requirements.

Application of the Unit

Application of the unit

This unit of competency supports trainers and others authorised to trial and race horses. Competencies attained in this unit apply to the harness and thoroughbred codes of the industry. Consequently when performance criteria are applied they will relate to the harness or thoroughbred code and statements of attainment will reflect this distinction. This unit can be contextualised for other industries while also maintaining the integrity of the unit.

Licensing/Regulatory Information

Refer to Unit Descriptor

Pre-Requisites

Prerequisite units

Employability Skills Information

Employability skills This unit contains employability skills.

Elements and Performance Criteria Pre-Content

Elements describe the essential outcomes of a unit of competency.

Performance criteria describe the performance needed to demonstrate achievement of the element. Where bold italicised text is used, further information is detailed in the required skills and knowledge section and the range statement. Assessment of performance is to be consistent with the evidence guide.

Elements and Performance Criteria

ELEMENT	PERFORMANCE CRITERIA
Develop plans for attracting owners.	<ol style="list-style-type: none"> 1. Market research techniques are employed to identify potential owners. 2. Information on training services is provided. 3. Information on stable successes is relayed to relevant sources. 4. Opportunities to attract new owners are evaluated.
Determine services required by owners.	<ol style="list-style-type: none"> 5. Needs of racehorse owners are clarified. 6. Expectations of owners are reviewed in line with rules of racing and racing protocols. 7. Services to be provided are confirmed with owners. 8. Fees and charges are provided to owners. 9. Contract for training of horse or stable return is completed and lodged with relevant authority.
Maintain communications with owners.	<ol style="list-style-type: none"> 10. Training progress reports are supplied to owners. 11. Decisions on future plans for horses are discussed with owners. 12. Race meeting arrangements for owners are organised. 13. Conflict resolution and negotiation skills are used to resolve problems with owners.

Required Skills and Knowledge

REQUIRED SKILLS AND KNOWLEDGE

This section describes the skills and knowledge required for this unit.

Required skills

- applying safe handling and work practices while supervising owners around horses
- communicating with owners, staff and others using assertive communication techniques to gather and relay information in the process of promoting and maintaining business arrangements with racehorse owners
- identifying and recruiting potential new clients
- identifying potential conflicts with owners, staff and others and using assertive communication skills to avoid or resolve problems
- preparing accounts for services rendered in the preparation of horses for racing
- preparing information on stable success and performance of horses for owners and media
- reading and interpreting workplace documentation, including relevant rules of racing
- relating to people from a range of social, cultural and ethnic backgrounds and with

REQUIRED SKILLS AND KNOWLEDGE

varying physical and mental abilities

- supporting others in owning or leasing horses for racing
- written communication skills to complete workplace documentation, reports and accounts.

Required knowledge

- communication procedures within stable and wider racing industry
- effective working relationships, including teamwork
- industry terminology related to handling and racing horses
- racing industry animal welfare requirements
- racing industry safety requirements, including safe operating procedures
- relevant rules of racing
- rights and obligations of trainers and owners when racing horses.

Evidence Guide

EVIDENCE GUIDE

The evidence guide provides advice on assessment and must be read in conjunction with the performance criteria, required skills and knowledge, range statement and the Assessment Guidelines for the Training Package.

Critical aspects for assessment and evidence required to demonstrate competency in this unit

The evidence required to demonstrate competency in this unit must be relevant to workplace operations and satisfy all of the requirements of the performance criteria, required skills and knowledge and the range statement of this unit and include evidence of the following:

- knowledge of the requirements, procedures and processes that are to apply when promoting and maintaining business arrangements with owners
- preparation and application of criteria for the safe, effective and efficient maintenance of business arrangements with racehorse owners
- documentation related to a number and variety of racing horses that are presently in training for owners and housed in registered training facilities
- working with others to promote and maintain arrangements that meet required outcomes
- consistent timely completion of promotion, maintenance and decision making processes that safely, effectively and efficiently meet required outcomes.

Evidence should be collected over a period of time and be focused on business activities of an establishment that trains harness or thoroughbred horses. Theoretical components can be assessed in a simulated situation but must be related to racing industry conditions and contexts.

Context of and specific resources for assessment

Competency may be assessed in an actual workplace or simulated environment that provides access to the required resources. Assessment is to occur under standard and authorised work practices, safety requirements and environmental constraints. It is to comply with relevant regulatory requirements or Australian Standards requirements.

This unit includes practical aspects as well as the research and interpretation of data. Assessment of the practical components of this unit will be by observation of relevant skills.

The following resources must be available:

EVIDENCE GUIDE

- a variety of harness or thoroughbred horses that are currently in training
- commercial racing training establishments, and training and racetracks
- materials and equipment relevant to assessing candidate's ability to market and promote participation in racing as an owner, including:
 - racing documentation related to owning and racing horses
- work instructions and related documentation.

Method of assessment

Assessment methods must satisfy the endorsed Assessment Guidelines of the Racing Training Package. The suggested strategies for the assessment of this unit are:

- written and/or oral assessment of candidate's required knowledge
- observed, documented and firsthand testimonial evidence of candidate's application of practical tasks
- inspection of completed work
- simulation exercises.

Where performance is not directly observed any evidence should be authenticated by supervisors or other appropriate persons.

Holistic assessment with other units relevant to the industry sector, workplace and job role is recommended, for example:

- Market the small business
- BSBSMB406A Manage small business finances
- BSBSMB407A Manage a small team
- RGRPSH421A Operate horse racing training business
- RGRPSH505A Select horses for racing.

Guidance information for assessment

Assessment methods should reflect workplace demands (e.g. literacy and numeracy demands) and the needs of particular target groups (e.g. people with disabilities, Aboriginal and Torres Strait Islander people, women, people with a language background other than English, youth and people from low socioeconomic backgrounds).

Range Statement

RANGE STATEMENT

The range statement relates to the unit of competency as a whole. It allows for different work environments and situations that may affect performance. Bold italicised wording in the performance criteria is detailed below.

The range statement provides details of how this competency can be used in the workplaces of the racing industry to promote and maintain business arrangements with racehorse owners. Workplaces include harness and thoroughbred racing stables and racecourses, training tracks and public areas.

- Market research techniques*** may include:
- identifying racing participation demographics
 - investigating amount of money invested in racing
 - researching other trainer services and charges
 - reviewing membership numbers
 - reviewing participation and money invested in other sports
 - surveys.
- Training services*** may include:
- breaking in
 - conditioning horses for racing fitness
 - educating horses for race starts
 - educating horses to settle and try during trials or races
 - educating horses to work and race against other horses
 - preparing horses for specialist races, including:
 - feature races
 - interstate
 - jumping (thoroughbred)
 - overseas
 - trotting (harness).
- Relevant sources*** may include:
- local and racing-specific media sources
 - local race club
 - racehorse owner groups
 - owners, past and present
 - studmaster of sire of winning horse
 - owner of dam of winning horse
 - bloodstock agents or bloodstock sales groups
 - own website or newsletter.
- Needs of racehorse owners*** may
- be able to participate as owner at race meetings
 - be able to visit horses at trainer's property

RANGE STATEMENT

include to:

- be advised if trainer wishes to spell horse
- be advised of horse illness or injury
- be advised of trial and race dates
- be advised on selecting horses for racing
- be given a realistic opinion of horse's potential for future success
- be kept informed of horse's progress during training and racing
- be recognised and shown respect by trainer's staff
- be recognised as a valuable client by trainer
- be the owner of a winning horse
- discuss options for driver or rider in trials or races
- discuss racing program plans with trainer.

RANGE STATEMENT

Services to be provided may include:

- education of horse for racing
- feed and board for horse
- management of sick or injured horse
- rehabilitation after injury
- re-schooling of horse for racing
- spelling or agistment
- training of horse for nominated racing program
- transport to and from trackwork, trials and race meetings.

Contract for training of horse may cover:

- clarifying how specialist or consultant fees will be paid, for example veterinary services
- clarifying obligations of owner and trainer in relation to animal welfare legislation
- date when fees are due
- fee for services provided
- method of payment
- obligations of owner
- obligations of trainer
- provision for dissolving business arrangements
- rights of owner to make decisions on horse activities
- rights of trainer to make decisions on horse welfare and activities
- rights of trainer to recover debts from owner
- services to be provided.

Training progress reports may include:

- comments from drivers or riders in trackwork, trials and races
- days worked and type of work performed and any highlights or incidents
- expected trial and race plans for coming month
- health and injury status, including updates on progress in recovery and expected prognosis for return to racing
- races attended and results
- trials attended and results.

Decisions on future plans for horses may include:

- should horse be:
 - aimed at lower or higher level races
 - assessed by specialist before further plans are made
 - kept with current trainer
 - moved to different location

RANGE STATEMENT

Race meeting arrangements for owners may include:

- moved to different trainer
- sold
- spelled
- should owner be encouraged to stop racing this horse
- should training program be altered.
- advising owners of race date, location, race number and time
- clarifying number of owners that can participate at race meetings if part of a syndicate or partnership
- clarifying use of mobile phones or other communication devices in or near birdcage or mounting yard
- clarifying what rights owners have to participate in appeals, protests or inquiries relating to their horse
- clarifying where owners can stand during pre-race and post-race procedures in birdcage or mounting yard
- ensuring owners are able to participate in prize-giving ceremonies for their horses
- organising tickets or passes for owners
- outlining procedures at race meetings so owners are aware of where they can and cannot go.

Problems with owners may include:

- accounts not paid
- confusion over what services are included in base training fees
- confusion over who makes decisions on horse's training, racing and future plans
- fees charged appear to be high per person for members of syndicate
- no account provided
- not being acknowledged in role as owner
- not being kept informed of horse health, injury and racing status
- not clarifying fees prior to commencing training
- prize money not credited
- unspecified additional charges appearing on accounts.

Unit Sector(s)

Unit Sector Harness and thoroughbred racing codes

Co-requisite units

Co-requisite units

Functional Area

Functional Area Racing performance services