



Australian Government

Assessment Requirements for AHCCCF417 Obtain and manage sponsorship

Release: 1

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Modification History

Release	Comments
Release 1	This version released with AHC Agriculture, Horticulture and Conservation and Land Management Training Package Version 9.0.

Performance Evidence

An individual demonstrating competency must satisfy all of the elements and performance criteria in this unit.

There must be evidence that the individual has obtained and managed sponsorship on at least one occasion and has:

- identified sponsorship opportunities with sponsors that have common values to the program
- identified the mutual benefits the sponsorship arrangement could provide to both organisations
- developed and presented a sponsorship pitch that creates a professional and honest image
- negotiated an appropriate sponsorship arrangement to support a project
- documented a sponsorship arrangement, detailing all agreements and responsibilities
- met legal, financial, cultural, ethical, equity and other requirements for the duration of the sponsorship arrangement
- reviewed the sponsorship arrangement and planned its renegotiation.

Knowledge Evidence

An individual must be able to demonstrate the knowledge required to perform the tasks outlined in the elements and performance criteria of this unit. This includes knowledge of:

- strategy, goals, ethics, program and activities of community group or agency
- format and operation of contracts, agreements and memorandums of understanding
- acts, policies and guidelines governing programs and activities
- sources of legal and financial advice
- effective marketing techniques.

Assessment Conditions

Assessment of the skills in this unit of competency must take place under the following conditions:

- physical conditions:
 - a workplace setting or an environment that accurately represents workplace conditions
- resources, equipment and materials:
 - program or project plans, guidelines or contracts
 - computer hardware and software
- relationships:
 - sponsor.

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

Links

Companion Volumes, including Implementation Guides, are available at VETNet: -
<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=c6399549-9c62-4a5e-bf1a-524b2322cf72>