



Australian Government

Department of Education, Employment and Workplace Relations

AHCILM508A Propose a negotiated outcome for a given area of country

Release: 1

AHCILM508A Propose a negotiated outcome for a given area of country

Modification History

Not Applicable

Unit Descriptor

Unit descriptor	This unit covers the process of proposing a negotiated outcome for a given area of country according to community guidelines and best practice procedures and defines the standard required to: identify implications for an area of country for government agency and community; detail processes and proposals for resolving issues regarding access and use of land; gather and analyse information on a given area to develop an analytical framework for land use; formulate and communicate proposals for given area of country; document and seek endorsement for a proposal that seeks to negotiate an outcome for a given area of country.
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Application of the Unit

Application of the unit	This unit applies to negotiators who work independently and work within cultural protocols. It includes a level of responsibility for communication with all stakeholders involved in the program. Note: Delivery and assessment against this standard must comply with community protocols and guidelines and be supported by elders and custodians of country.
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Licensing/Regulatory Information

Not Applicable

Pre-Requisites

Prerequisite units		

Employability Skills Information

Employability skills	This unit contains employability skills.
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Elements and Performance Criteria Pre-Content

Not Applicable

Elements and Performance Criteria

ELEMENT	PERFORMANCE CRITERIA

ELEMENT	PERFORMANCE CRITERIA
1. Identify, select and define relevant issues related to the given area of country	1.1. Community, government and agency perspectives, and issues likely to impact on proposals are accurately identified. 1.2. The implications and impact of issues and perspectives on the given area of country are identified. 1.3. Priority areas for further research, assessment and clarification of issues are recommended. 1.4. Proposals for given area of country are defined in terms of context, issues to be addressed, expected outcomes, possible complications, precedents and key stakeholders. 1.5. With the support of elders and other key stakeholders, an outline of the scope and appropriate processes for conducting negotiated outcomes for that area of country are detailed.
2. Gather and analyse information on given area of country	2.1. Information required to support proposals is identified according to community protocols. 2.2. Information required to support proposals is gathered, analysed and interpreted according to community and agency guidelines and best practice procedures. 2.3. An analytical framework for the development of an appropriate approach to the proposal is developed. 2.4. Legislation, national and international protocols and conventions relevant to the given area of country are investigated and implemented, where appropriate. 2.5. The implications for own people from these examples are described in ways that stakeholders can understand.
3. Formulate and communicate proposals for given area of country	3.1. A range of options is developed for the proposal, including mechanisms for implementation, monitoring and evaluation. 3.2. The range of options is communicated in a timely and understandable way to those who are party to the negotiations. 3.3. Relevant people to be included in the negotiation are kept informed of progress of work and consulted as appropriate. 3.4. Recommendations are made for options based on likely effectiveness, implementation time frame and costs (including infrastructure), interaction with other proposals (existing or being developed), and

ELEMENT	PERFORMANCE CRITERIA
	consistency with government legislation and policy. 3.5.Examples of instances where other indigenous peoples have used international legal systems to support environmental issues in their own countries are collated.
4. Complete a proposal for a negotiated outcome for a given area of country	4.1.Proposal is documented according to community and agency guidelines and best practice procedures. 4.2.Possible alternatives to use are described ensuring compatibility with legal and administrative circumstances for the area of country. 4.3.Relevant people to be included in the negotiation are consulted on final draft proposal and implications for the community. 4.4.Proposal is completed following endorsement from key stakeholders for given area of country.

Required Skills and Knowledge

REQUIRED SKILLS AND KNOWLEDGE

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

Required skills

- identify, select and define relevant issues related to the given area of country
- gather and analyse information on given area of country
- formulate and communicate proposals for given area of country
- complete a proposal for a negotiated outcome for a given area of country
- use literacy skills to fulfil job roles as required by the organisation. The level of skill may range from reading and understanding documentation to completion of written reports
- use oral communication skills/language competence to fulfil the job role as specified by the organisation including questioning, active listening, asking for clarification, negotiating solutions and responding to a range of views
- use numeracy skills to estimate, calculate and record complex workplace measures
- use interpersonal skills to work with others and relate to people from a range of cultural, social and religious backgrounds and with a range of physical and mental abilities.

Required knowledge

- report preparation

REQUIRED SKILLS AND KNOWLEDGE

- consultation approaches
- conflict resolution
- cultural customs and heritage
- relevant state land and resources acts/legislation
- international environment forums
- relevant international and national conventions and agreements
- management and use of the resources of the specific area.

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.	
Overview of assessment	
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 holistically all of the requirements of the performance criteria and required skills and knowledge and include achievement of the following: • identify implications for an area of country for government agency and community • detail processes and proposals for resolving issues regarding access and use of land • gather and analyse information on a given area to develop an analytical framework for land use • formulate and communicate proposals for given area of country • document and seek endorsement for a proposal that seeks to negotiate an outcome for a given area of country.
Context of and specific resources for assessment	Competency requires the application of work practices under work conditions. Selection and use of resources for some worksites may differ due to the regional or enterprise circumstances.

Range Statement

RANGE STATEMENT	
The range statement relates to the unit of competency as a whole.	
The following negotiated outcomes may apply to this standard:	• co-existence agreements • heads of agreement • land use strategy agreements • sea use strategy agreements • contracts with government • joint management agreements

RANGE STATEMENT

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| | <ul style="list-style-type: none">• Memorandum of Understanding. |
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Unit Sector(s)

Unit sector	Indigenous land management
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Co-requisite units

Co-requisite units		

Competency field

Competency field	
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