



Australian Government

AMPMGT811 Develop and manage international business operations

Release: 1

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Modification History

Release	Comments
Release 1	This version released with AMP Australian Meat Processing Training Package Version 8.0.

Application

This unit describes the skills and knowledge required to operate businesses in increasingly international contexts. The unit brings together many functional aspects of business and operationalises them in an international business context.

This unit applies to leaders or managers who perform or oversee the international business functions of a workplace. Business leaders and managers must understand and respond to the international context businesses operate within and factors affecting business activity.

The unit relates to small to medium-sized workplaces and business units within large workplaces.

All work must be carried out to comply with workplace procedures, according to state/territory health and safety regulations, legislation and standards that apply to the workplace.

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

Pre-requisite Unit

Nil

Unit Sector

Management (MGT)

Elements and Performance Criteria

Elements	Performance Criteria
<i>Elements describe the essential outcomes.</i>	<i>Performance criteria describe the performance needed to demonstrate achievement of the element.</i>
1. Identify and analyse	1.1 Confirm core activities, customer base, business values and current

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impacts of international factors on the business operation and functions	business direction 1.2 Review performance data from all areas of the business to identify strengths, weaknesses and critical success factors relevant to international business activity 1.3 Identify and analyse trends and developments trends for their potential impact on international business activity 1.4 Gather and analyse comparative international market information as a basis for reviewing business performance
2. Investigate international business opportunities in the areas of investment, trade, finance and workforce development	2.1 Gather and document market intelligence from available sources 2.2 Assess current capabilities to identify areas for improvement or exploitation within international markets 2.3 Analyse international market performance of existing and potential competitors and their products or services to identify potential opportunities or threats 2.4 Identify and analyse legal, ethical and environmental constraints of the international market for their effect on international business activity 2.5 Identify current and emerging needs in international markets that link positively to the business's strengths or capabilities 2.6 Identify business needs in terms of changes required to address international market opportunities
3. Operate international business activities	3.1 Identify available international business positioning strategies and choose a strategy to meet marketing requirements 3.2 Develop a positioning implementation plan according to organisational requirements 3.3 Identify international business options and develop strategies for products, pricing, sourcing, logistics, promotion and distribution 3.4 Identify options and proposed strategies for international business payments, investment capital and accounting and taxation issues 3.5 Identify relevant international financial compliance requirements and regulations 3.6 Identify and prepare documentation requirements for export 3.7 Identify investment, trade, financial, taxation and workforce risks in the international business operation, and develop contingency strategies

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	3.8 Develop or amend operational plans to address international business activity according to organisational requirements

Foundation Skills

This section describes those language, literacy, numeracy and employment skills that are essential for performance in this unit of competency but are not explicit in the performance criteria.

Skill	Description
Reading	- Access and interpret legislation, regulations, codes of practice and standards for operating in an international context - Engage with information about international trade
Numeracy	Engage with concepts related to foreign exchange and financial markets

Unit Mapping Information

Code and title current version	Code and title previous version	Comments	Equivalence status
AMPMGT811 Develop and manage international business operations	AMPMGT805 Develop and manage international business operations	Foundation Skills added Performance Evidence, Knowledge Evidence and Assessment Conditions reworded for clarity	Equivalent

Links

Companion Volumes, including Implementation Guides, are available at VETNet: - <https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=5e2e56b7-698f-4822-84bb-25adbb8443a7>

Assessment Requirements for AMPMGT811 Develop and manage international business operations

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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 developed and managed international business operations, responding to factors impacting business activity, over a period of at least three months, including:

- used analytical skills to identify potential risks and opportunities, and assess market dynamics
- used culturally appropriate communication skills to relate to people with diverse backgrounds and abilities
- made decisions related to international business activity
- used interpersonal skills to have:
 - established and maintained appropriate relationships with colleagues
 - valued and been open to the opinions of others
 - worked as part of a team
 - listened actively
 - demonstrated cultural sensitivity
 - negotiated effectively
- used planning and organisational skills to develop and implement business strategies
- used problem-solving, initiative and administrative skills to seek and develop international business opportunities
- used research skills to identify international business trends and opportunities
- managed risk related to international business activity
- used a range of tools to monitor business performance
- effectively integrated international business challenges and opportunities within and across functional business areas.

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:

- relevant legislation, codes of practice and standards that affect the business operations in an international context
- nature and scope of international business
- international trade and investment theory relevant to the business
- international monetary system and balance of payments
- foreign exchange and financial markets
- national trade and investment policy relevant to the business
- co-operation between nation's legal and political forces
- cultural diversity, interpersonal relations and human resource management
- strategic management of the business in an international setting
- modes of entry and strategic alliances within the international setting
- international marketing and operations management
- international finance, accounting and taxation
- key concepts of international business and their application within a workplace
- key trends in international business for the industry.

Assessment Conditions

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

- physical conditions:
 - skills must be demonstrated in an international agribusiness context or an environment that accurately represents real workplace conditions
- resources, equipment and materials:
 - access to appropriate technology for researching and communicating
- specifications:
 - workplace documents such as policies and procedures that guide business interactions
 - access to legislation and codes of practice relevant to international operations.

Assessment for this unit must include at least three forms of evidence.

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

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