



Australian Government

BSBPMG614 Engage in collaborative alliances

Release: 1

BSBPMG614 Engage in collaborative alliances

Modification History

Release	Comments
Release 1	This version first released with BSB Business Services Training Package Version 1.0.

Application

This unit describes the skills and knowledge required to enable a program to engage in collaborative alliances. It includes the performance criteria required to demonstrate competency in forging alliances with other organisations to facilitate attainment of program benefits.

Collaborative alliances are significantly different in focus and content from commercial contracts in that the parties operate as partners with shared interests and a higher degree of joint decision-making. However, collaborative alliances are often formalised with the use of a legally binding contract. Collaborative agreements often involve organisations that are part of the same legal entity; business units of the same corporation or departments of the same government.

A program is defined as a set of interrelated projects, each of which has a project manager. 'Multiple projects', or 'a program of projects', refers to a number of related projects managed by the same person as a program to achieve organisational objective/s.

It applies to individuals who are program managers and those managing a suite of projects (a program). They operate within assigned authority levels, are responsible for their own performance and sometimes the performance of others.

Individuals in this role may be operating within an organisation, a business or as a consultant.

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

Unit Sector

Management and Leadership – Project Management

Elements and Performance Criteria

ELEMENT	PERFORMANCE CRITERIA
<i>Elements describe the essential outcomes.</i>	<i>Performance criteria describe the performance needed to demonstrate achievement of the element.</i>

ELEMENT	PERFORMANCE CRITERIA
1. Cultivate collaborative alliances	1.1 Identify and evaluate opportunities for collaborative alliances 1.2 Identify and evaluate potential collaborators 1.3 Initiate and shape relationships with potential collaborators
2. Devise and elaborate collaborative agreements	2.1 Initiate, negotiate, agree and document a collaborative agreement approach with parties to the agreement 2.2 Sign and regularly review each formal agreement to ensure continuation of envisaged value and potential need for changes and additions 2.3 Develop collaboration plans for each agreement to support implementation
3. Support the evolution of collaborative agreements	3.1 Monitor and nurture relationships with collaborators to sustain commitment 3.2 Assess performance of all parties to an agreement against expected results and address variances 3.3 Make changes to agreements as required

Foundation Skills

This section describes language, literacy, numeracy and employment skills incorporated in the performance criteria that are required for competent performance.

Skill	Performance Criteria	Description
Reading	1.1, 1.2, 2.2, 3.2	Identifies and interprets information from a range of sources
Writing	2.1, 2.2, 2.3, 3.2, 3.3	Prepares and modifies agreements and plans using appropriate language and format
Oral Communication	1.3, 2.1, 3.1	- Participates in verbal exchanges using language and features appropriate to the audience - Uses active listening and questioning techniques to confirm understanding
Interact with others	1.3, 2.1, 3.1	- Uses interpersonal skills to negotiate agreements with diverse stakeholders - Invests time and energy in building and maintaining effective working relationships
Get the work	1.1, 1.2, 2.2, 3.1, 3.2	Plans, implements and monitors tasks and activities required to achieve collaborative alliance goals

done		- Analyses and evaluates options to make decisions about possible alliances - Evaluates outcomes to identify improvement opportunities
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Unit Mapping Information

Code and title current version	Code and title previous version	Comments	Equivalence status
BSBPMG614 Engage in collaborative alliances	Not applicable	New unit	No equivalent unit

Links

Companion Volume implementation guides are found in VETNet -

<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=11ef6853-ceed-4ba7-9d87-4da407e23c10>

Assessment Requirements for BSBPMG614 Engage in collaborative alliances

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Performance Evidence

Evidence of the ability to:

- implement communication and network skills to assist engaging potential collaborators
- demonstrate environment scanning techniques to identify opportunities for collaboration
- conduct negotiations to devise and agree collaboration arrangements
- demonstrate written and literacy skills to document agreements.

Note: If a specific volume or frequency is not stated, then evidence must be provided at least once.

Knowledge Evidence

To complete the unit requirements safely and effectively, the individual must:

- identify methods to maintain and sustain alliances
- compare alternate negotiating strategies
- discuss summary profiles of collaborators
- list types and forms of collaboration agreements
- explain types and forms of collaborative alliances.

Assessment Conditions

Assessment must be conducted in a safe environment where evidence gathered demonstrates consistent performance of typical activities experienced in the management and leadership – project management field of work and include:

- access to workplace documentation regarding collaborative alliances
- feedback from stakeholders, which reflects how collaborative alliances were managed for a program.

Assessors must satisfy NVR/AQTF assessor requirements.

Links

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