



Australian Government

BSBPMG637 Engage in collaborative alliances

Release: 1

BSBPMG637 Engage in collaborative alliances

Modification History

Release	Comments
Release 1	This version first released with BSB Business Services Training Package Version 7.0.

Application

This unit describes the skills and knowledge required to enable a program manager to engage in collaborative alliances. It includes identifying opportunities and 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. Collaborative agreements often involve organisations that are part of the same legal entity such as business units of the same corporation or departments of the same government.

The unit 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, program outcomes, 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

Business Competence – 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>
1. Identify opportunities for collaboration and develop collaborative alliances	1.1 Identify and evaluate opportunities for collaborative alliances according to organisational and program objectives 1.2 Identify and evaluate potential collaborators according to organisational policies 1.3 Initiate and develop relationships with potential collaborators

ELEMENT	PERFORMANCE CRITERIA
	according to organisational policies and procedures
2. Establish collaborative agreements	2.1 Initiate, negotiate, agree and document a collaborative approach with parties which adhere to organisational policies and relevant legal requirements 2.2 Approve and review each formal agreement to ensure continuation of envisaged value and to identify potential need for changes and additions according to organisational policies and procedures 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 3.2 Assess performance of all parties to an agreement against organisational and program objectives and expected results, and address variances 3.3 Make changes to agreements as required according to organisational policies and procedures

Foundation Skills

This section describes those language, literacy, numeracy and employment skills that are essential to performance but not explicit in the performance criteria.

SKILL	DESCRIPTION
Reading	Identifies and interprets information from a range of sources
Writing	Prepares and modifies agreements and plans using appropriate language and format
Oral Communication	- Participates in verbal exchanges using language and features appropriate to the audience - Uses active listening and questioning techniques to confirm understanding
Teamwork	- Uses interpersonal skills to negotiate agreements with diverse stakeholders - Invests time and energy in building and maintaining effective working relationships
Planning and organising	- Plans, implements and monitors tasks and activities required to achieve collaborative alliance goals - Evaluates outcomes to identify improvement opportunities

Unit Mapping Information

Supersedes and is equivalent to BSBPMG624 Engage in collaborative alliances.

Links

Companion Volume Implementation Guide is found on VETNet -

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

Assessment Requirements for BSBPMG637 Engage in collaborative alliances

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Performance Evidence

The candidate must demonstrate the ability to complete the tasks outlined in the elements, performance criteria and foundation skills of this unit, including evidence of the ability to:

- engage in collaborative alliances on at least one occasion.

In the course of the above, the candidate must:

- employ environment scanning techniques to identify opportunities for collaboration that are aligned to desired program outcomes
- review of formal agreements
- assess effectiveness of collaborative relationships.

Knowledge Evidence

The candidate must be able to demonstrate knowledge to complete the tasks outlined in the elements, performance criteria and foundation skills of this unit, including knowledge of:

- methods to identify and evaluate potential collaborators
- features of methods to maintain and sustain alliances
- negotiating strategies
- types of collaboration agreements
- features of relevant organisational policies and procedures
- program and organisational objectives
- strategies to review collaborative agreements in relation to program objectives.

Assessment Conditions

Skills in this unit must be demonstrated in a workplace or simulated environment where the conditions are typical of those in a working environment in this industry.

This includes access to:

- access to workplace documentation regarding collaborative alliances

- feedback from stakeholders, which reflects how collaborative alliances were managed for a program.

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

Links

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