



Australian Government

Assessment Requirements for BSBREL502 Build international business networks

Release: 1

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Modification History

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

Performance Evidence

Evidence of the ability to:

- identify opportunities for contact with international business people including:
 - government, industry and professional associations
 - trade fairs
 - conferences
 - professional development activities
 - informal and formal networks
- contribute to international business contacts and networks that support the organisation and develop own knowledge of international markets
- maximise opportunities for contact and exchange of business related information with network members and note the business and interpersonal outcomes
- analyse information from a range of sources to identify the cultural and social norms of current and prospective network members
- reflect social and cultural awareness in relationships and communications with network members
- review participation in networks including:
 - the value of business and interpersonal outcomes
 - other benefits
 - costs
 - quality and effectiveness of personal communication styles and interactions
- recommend whether to maintain, increase or decrease participation in networks and follow through to ensure decisions are made.

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:

- outline internal and external sources of information that can inform an understanding of diverse social and cultural groups
- give examples of existing international business networks and explain their potential value to the organisation
- outline the legislative and regulatory context relevant to international business networks
- explain the principles of communication theory with reference to cross-cultural communication
- outline aspects of organisational policies, procedures and processes that are relevant to participation in networks.

Assessment Conditions

Assessment must be conducted in a safe environment where evidence gathered demonstrates consistent performance of typical activities experienced in the business development – international business field of work and include access to:

- international business networks
- relevant legislation, regulations, standards and codes
- relevant workplace documentation and resources
- case studies and, where possible, real situations
- interaction with people from diverse social or cultural backgrounds.

Assessors must satisfy NVR/AQTF assessor requirements.

Links

Companion Volume implementation guides are found in VETNet -

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