



Australian Government

Assessment Requirements for BSBSMB422 Plan small business growth

Release: 1

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Modification History

Release	Comments
Release 1	This version first released with BSB Business Services Training Package Version 3.0.

Performance Evidence

Evidence of the ability to:

- identify and set measurable indicators for business growth, that are realistic and aligned to business strategy
- evaluate opportunities for business growth and select appropriate opportunities to implement as part of growth strategy
- develop a business case for growth to meet business goals and objectives that includes:
 - key assumptions
 - specific tactics and strategies
 - legal and compliance responsibilities
 - operational considerations including resource requirements
 - risk identification and mitigation strategies
 - financial analysis including cash flow implications
 - due diligence (if a third party is involved)
- communicate effectively with relevant stakeholders
- integrate growth strategy into business planning.

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

Knowledge Evidence

The candidate must be able to demonstrate the following knowledge to effectively complete the tasks outlined in the elements and performance criteria of this unit, and to manage tasks and reasonably foreseeable contingencies in the context of the work role:

- Key features of relevant legislation, regulation, business policy and procedures
- Key features of a business case
- Key principles of risk management

- Key features of numerous options and strategies for small business growth appropriate for particular business type, size and industry.

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 – Small and Micro Business field of work and include access to:

- relevant legislation, regulations, standards and codes
- relevant workplace documentation and resources – including policies and procedures
- case studies or, where possible, real situations.

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

Links

Companion Volume implementation guides are found in VETNet -

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