



Australian Government

Department of Education, Employment and Workplace Relations

CPPDSM6001A Determine viability of regeneration options in the property industry

Release: 1

CPPDSM6001A Determine viability of regeneration options in the property industry

Modification History

Not Applicable

Unit Descriptor

Unit descriptor

This unit of competency specifies the outcomes required to analyse and determine regeneration options for property and assets. It requires the ability to evaluate regeneration options to make a decision on a preferred viable option and to provide advice and recommendations to clients. The unit may form part of the licensing requirements for persons working in the property industry, including in the real estate, business broking, stock and station agency and property operations and development sectors, in those States and Territories where these are regulated activities.

Application of the Unit

Application of the unit

This unit of competency supports the work of those involved in analysing and determining regeneration options for property and assets.

Licensing/Regulatory Information

Refer to Unit Descriptor

Pre-Requisites

Prerequisite units Nil

Employability Skills Information

Employability skills The required outcomes described in this unit of competency contain applicable facets of employability skills. The Employability Skills Summary of the qualification in which this unit of competency is packaged, will assist in identifying employability skills requirements.

Elements and Performance Criteria Pre-Content

Elements describe the essential outcomes of a unit of competency.	Performance criteria describe the required performance needed to demonstrate achievement of the element. Where <i>bold italicised</i> text is used, further information is detailed in the required skills and knowledge and/or the range statement. Assessment of performance is to be consistent with the evidence guide.
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Elements and Performance Criteria

ELEMENT	PERFORMANCE CRITERIA
1 Establish regeneration options.	1.1 Asset regeneration options are reviewed according to client requirements. 1.2 Communication strategies are used to negotiate options for addressing client needs. 1.3 Analysis of client requirements is used to clarify project objectives and methods. 1.4 Relevant information and legislation are analysed to provide strategic context to asset regeneration objectives. 1.5 Applicable industry, organisational and legislative requirements are interpreted and complied with.
2 Analyse regeneration options.	2.1 Quantitative and qualitative analysis of regeneration options is undertaken to assess viability and determine preferred option. 2.2 Economic trends and market developments are analysed in terms of potential implications and impact on regeneration objectives. 2.3 Impacts, risks and costs of regeneration options are established and analysed according to project objectives. 2.4 Sound reasoning is applied to ensure consistency of interpretations based on available and reliable information. 2.5 Decision on preferred regeneration option is checked against verifiable evidence.
3 Evaluate assessment process.	3.1 Strategies and processes for assessing viability of regeneration options are evaluated using established evaluation methods. 3.2 Reliable evaluation methods are used making efficient use of time and resources. 3.3 Measures and criteria provide sufficient information to make judgements about progress towards strategic regeneration objectives. 3.4 Strategies to improve assessment processes are documented and implemented.
4 Provide advice and recommendations.	4.1 Client is provided with advice and recommendations on preferred regeneration option within agreed timeframes. 4.2 Advice and recommendations are presented in appropriate format, style and structure using business equipment and technology. 4.3 Feedback on suitability and sufficiency of advice and recommendations is obtained from client and action is taken to modify advice as required. 4.4 Comments, analysis and recommendations are made available for the review and reformulation of strategic

ELEMENT**PERFORMANCE CRITERIA**

goals and policies.

4.5 Information is securely maintained with due regard to client confidentiality, and legislative and organisational requirements.

Required Skills and Knowledge

REQUIRED SKILLS AND KNOWLEDGE

This section describes the essential skills and knowledge and their level, required for this unit.

Required skills:

- communication skills to negotiate client requirements and consult with industry experts and others
- computing skills to access the internet and web pages, prepare and complete online forms, lodge electronic documents and search online databases
- interpersonal skills to relate to people from a range of social, cultural and ethnic backgrounds and varying physical and mental abilities
- literacy skills to interpret written and oral information
- organisational skills to plan and schedule time lines and objectives and to source and access information
- problem solving skills to anticipate factors that may affect asset regeneration and to assess risk
- research skills to source, analyse and interpret asset and market information
- technical skills to use software for planning and scheduling tasks, use financial and assessment software and spreadsheets efficiently, and access market information.

Required knowledge and understanding:

- financial analysis and modelling
- implications for business continuity
- industry benchmarks
- limitations of work role, responsibility and professional abilities
- OHS issues and requirements
- organisational and professional procedures, ethical practices and business standards
- regeneration methods
- relevant federal and state or territory legislation and local government regulations related to:
 - anti-discrimination
 - consumer protection
 - environmental issues
 - equal employment opportunity (EEO)
 - financial probity
 - franchise and business structures
 - industrial relations

REQUIRED SKILLS AND KNOWLEDGE

- OHS
- privacy
- property sales, leasing and management
- sources of industry and market information
- sources of industry data
- strategic management principles and practices
- strategic planning
- supply and demand economics
- taxation as it applies to asset regeneration.

Evidence Guide

EVIDENCE GUIDE

The evidence guide provides advice on assessment and must be read in conjunction with the performance criteria, required skills and knowledge, the range statement and the Assessment Guidelines for this Training Package.

Overview of assessment

This unit of competency could be assessed through practical demonstration of analysing and determining regeneration options for property or assets. Targeted written (including alternative formats where necessary) or verbal questioning to assess the candidate's underpinning knowledge would provide additional supporting evidence of competence. The demonstration and questioning would include collecting evidence of the candidate's knowledge and application of ethical standards and relevant federal, and state or territory legislation and regulations. This assessment may be carried out in a simulated or workplace environment.

Critical aspects for assessment and evidence required to demonstrate competency in this unit

A person who demonstrates competency in this unit must be able to provide evidence of:

- interpreting and applying applicable legal, ethical and organisational requirements
- establishing regeneration options and expectations through an assessment of consultation and sourced market information
- knowledge of organisation's practices, ethical standards and legislative requirements associated with analysing and determining regeneration options for property or assets
- providing advice and recommendations on a preferred regeneration option using client feedback within agreed

timeframes

- testing the assessment process against assessment measures and criteria and implementing strategies to improve future processes
- using suitable analysis methods and techniques to assess regeneration options and decide on a preferred option.

Context of and specific resources for assessment

Resource implications for assessment include:

- a registered provider of assessment services
- assessment materials and tools
- candidate special requirements
- competency standards
- cost and time considerations
- suitable assessment venue and equipment
- workplace documentation.

Where applicable, physical resources should include equipment modified for people with disabilities.

Access must be provided to appropriate learning and/or assessment support when required.

Assessment processes and techniques must be culturally appropriate, and appropriate to the language and literacy capacity of the candidate and the work being performed.

Validity and sufficiency of evidence require that:

- competency will need to be demonstrated over a period of time reflecting the scope of the role and the practical requirements of the workplace
- where the assessment is part of a structured learning experience the evidence collected must relate to a number of performances assessed at different points in time and separated by further learning and practice with a decision of competence only taken at the point when the assessor has complete confidence in the person's competence
- all assessment that is part of a structured learning experience must include a combination of direct, indirect and supplementary evidence
- where assessment is for the purpose of recognition (RCC/RPL), the evidence provided will need to be current and show that it represents competency demonstrated over a period of time
- assessment can be through simulated project-based activity and must include evidence relating to each of the elements in this unit.

In all cases activity and must include evidence relating to

each of the where practical assessment is used it will be combined with targeted questioning to assess the underpinning knowledge. Questioning will be undertaken in such a manner as is appropriate to the language and literacy levels of the candidate and any cultural issues that may affect responses to the questions, and will reflect the requirements of the competency and the work being performed.

Range Statement

RANGE STATEMENT

The range statement relates to the unit of competency as a whole. It allows for different work environments and situations that may affect performance. ***Bold italicised*** wording in the performance criteria is detailed below. Add any essential operating conditions that may be present with training and assessment depending on the work situation, needs of the candidate, accessibility of the item, and local industry and regional contexts.

- Asset*** may include:
- building
 - business and marketing contract
 - equipment
 - furniture
 - goodwill
 - land
 - vehicle.
- Regeneration*** may relate to:
- rebuilding
 - redecorating
 - redeveloping
 - refinancing
 - refitting
 - remodelling
 - renovation
 - repackaging
 - re-tenant.
- Clients*** may include:
- asset or property agents
 - asset or property owners
 - company management
 - fund managers
 - fund providers
 - government and legal instruments or agencies
 - institutions
 - internal and external property groups
 - owner-occupiers
 - private investors
 - users.
- Communication strategies*** may relate to:
- clear and concise use of technical terminology
 - direct line supervision paths
 - face-to-face meetings
 - lateral supervision paths

- organisational communication protocols and procedures
- organisational networks
- telephone, facsimile and written communication.

Analysis:

- may be:
 - explorative, descriptive, causative or predictive
 - quantitative and qualitative
- may include:
 - basic statistical analysis
 - critical analysis
 - mathematical calculations
 - problem solving.

Relevant information may include:

- agreements
- assessment criteria
- building codes
- certificates of occupancy
- contracts
- documented recommendations on viability of regeneration options
- leases
- licences
- market research
- permits
- plans
- specifications.

Strategic context may relate to:

- competitive
- cultural
- financial
- legal aspects of organisational functions
- operational
- political
- social.

Organisational requirements may be outlined and reflected in:

- access and equity principles and practice guidelines
- business and performance plans
- complaint and dispute resolution procedures
- goals, objectives, plans, systems and processes
- legal and ethical requirements and codes of practice
- mission statements and strategic plans
- OHS policies, procedures and programs
- policies and procedures in relation to client service
- quality and continuous improvement processes and standards
- quality assurance and procedure manuals.

Legislative requirements may be outlined and

- Australian standards, and quality assurance and certification requirements

reflected in:

- award and enterprise agreements
- codes of practice covering the market sector and industry, financial transactions, taxation, environment, construction, land use, native title, zoning, utilities use (water, gas and electricity), and contract or common law
- home building requirements
- privacy requirements
- relevant federal, and state or territory legislation that affects organisational operation, including:
 - anti-discrimination and diversity
 - environmental issues
 - EEO
 - industrial relations
 - OHS
- strata, community and company titles
- tenancy agreements
- trade practices laws and guidelines.

Risk factors that may influence regeneration may include:

- constraints on use
- existing asset use and ownership
- government zoning and restrictions
- market influences
- project financing
- staging of investment or development
- structure of leases or agreements
- type and number of tenants and users.

Evaluation methods could be qualitative or quantitative and may include:

- checklists
- cost data analysis
- expert and peer review
- interviews
- observation
- questionnaires
- review of quality assurance data.

Strategies to improve may be assessed for:

- ability to add value
- ability to improve client satisfaction
- cost-effectiveness
- degree of client or management support
- ease of implementation
- practicality
- viability.

Business equipment and technology may include:

- data storage devices
- email
- facsimile machines
- internet, extranet and intranet
- photocopiers
- printers and scanners
- software applications, such as databases and word applications
- work computers.

Feedback may be received through:

- clients and their legal representatives
- management and colleagues.

Unit Sector(s)

Unit sector Property development, sales and management

Competency field

Competency field Property operations and development