



Australian Government

Assessment Requirements for CUA411 Obtain revenue to support operations

Release: 1

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Modification History

Release	Comments
Release 1	This version first released with CUA Creative Arts and Culture Training Package Version 5.0.

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:

- obtain revenue to support at least two different operations.

In the course of the above, the candidate must:

- develop and document a plan that outlines strategies for raising revenue for a given organisation or practice
- research revenue-raising opportunities applicable to the organisation or practice
- coordinate funding development according to requirements
- monitor and review revenue-raising strategies.

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:

- sources of information for potential funding
- techniques for interpreting a range of financial data, including evaluating suitability of revenue sources in relation to organisational goals and vision
- organisational policies and procedures for obtaining revenue to support operations, including those relating to:
 - workplace documentation
- avenues through which revenue can be raised and their typical objectives and expectations, including:
 - individual philanthropy
 - corporate philanthropy
 - corporate sponsorship
 - grant writing
- emerging trends and different models for revenue-raising activities
- issues and challenges that typically arise in revenue raising activities

- techniques for building and maintaining business relationships with stakeholders
- key obligations generally associated with funding agreements, including:
 - legal requirements to supply services as contracted and ramifications of failure to comply
 - audit of expenditure
 - reporting requirements.

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:

- interaction with stakeholders
- organisational goals and visions for which revenue is required.

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

Links

Companion Volume Implementation Guide is found on VETNet -

<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=1db201d9-4006-4430-839f-382ef6b803d5>