



Australian Government

ICTNPL401 Apply business acumen to network planning

Release: 1

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Modification History

Release	Comments
Release 1	This version first released with ICT Information and Communications Technology Training Package Version 2.0.

Application

This unit describes the skills and knowledge required to consider business drivers in a decision-making process for network planning and investment. It prepares individuals for entry into planning and design for network additions and implementations to accommodate network growth and new technologies within the industry.

It applies to individuals with a range of telecommunications skills and extensive knowledge of core and access network capabilities of the service provider.

No licensing, legislative or certification requirements apply to this unit at the time of publication.

Unit Sector

Telecommunications – Network Planning

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. Analyse forecasts using customer demand	1.1 Gather and organise information concerning customer service and usage data to determine customer demand 1.2 Determine trends in customer demands in specific customer operating environments and markets 1.3 Assess key measures of capacity and customer demand for forecast
2. Build models to develop business cases	2.1 Construct a model to represent key options to formulate strategic proposals in network planning 2.2 Determine rights of carriers and service providers in installing

	facilities under Commonwealth legislation 2.3 Produce a strategic network plan using key variables, and communicate them to intended audience 2.4 Apply business case methodology to determine key economic measures and risks to business success 2.5 Evaluate business value and options to recommend appropriate planning strategy
3. Apply financial analysis	3.1 Use a financial investment tool relevant to the business environment to determine financial viability of the planning project 3.2 Apply key economic measures in an analysis process and develop business strategy 3.3 Determine relevant level of financial analysis required to optimise network planning
4. Analyse demographic trends for strategy development	4.1 Gather demographic data and determine impact of demographic diversity on planning strategies 4.2 Analyse data and produce demographic trends for use in strategy developments in network planning
5. Assess technology implementation	5.1 Determine unit costs associated with technologies and products by using lifecycle of technologies 5.2 Research what different technology bases can deliver and circumstances and locations in which they should be successfully deployed
6. Evaluate network deployment architecture	6.1 Evaluate network deployment architecture using network deployment rules and reasoning behind architecture rules 6.2 Produce a business model of network planning, applying commercial considerations and exemption process

Foundation Skills

This section describes language, literacy, numeracy and employment skills incorporated in the performance criteria that are required for competent performance.

Skill	Performance Criteria	Description
Reading	1.1, 2.2, 2.5, 4.1, 5.2, 6.1	Identifies and evaluates text to determine key information and specific requirements and responsibilities

Writing	1.2, 2.1, 2.3, 2.4, 3.1, 3.2, 6.2	- Develops material for a specific audience using clear and detailed language - Uses expected forms and conventions to present required information
Oral Communication	2.3	Articulates specific information using an appropriate tone and vocabulary for intended audience
Numeracy	1.1-1.3, 2.1, 2.4, 3.1-3.3, 4.1, 4.2, 5.1, 6.1, 6.2	- Interprets numerical information and applies mathematical calculations relating to time durations and financial consequences - Applies different financial models to the planning process and highlights benefits and drawbacks of different strategies
Navigate the world of work	2.2	Takes personal responsibility for following explicit and implicit policies, procedures and legislative requirements
Interact with others	2.3	- Uses a range of strategies to establish a sense of connection and build rapport with clients and co-workers - Selects and uses appropriate conventions and protocols when communicating with clients and co-workers in a range of work contexts
Get the work done	1.1-1.3, 2.1, 2.2, 2.4, 2.5, 3.1-3.3, 4.1, 4.2, 5.2, 6.1, 6.2	- Takes responsibility for planning, sequencing and prioritising tasks and own workload for efficiency and effective outcomes - Makes routine decisions and implements standard procedures for routine tasks, using formal decision-making processes for more complex and non-routine situations - Addresses less predictable problems and initiates standard procedures in response, applying problem-solving processes in determining a solution

Unit Mapping Information

Code and title current version	Code and title previous version	Comments	Equivalence status
ICTNPL401 Apply business acumen to network planning	ICTNPL4107A Apply business acumen to network	Updated to meet standards for Training Packages	Equivalent unit

Code and title current version	Code and title previous version	Comments	Equivalence status
	planning		

Links

Companion Volume implementation guides are found in VETNet -

<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=a53af4e4-b400-484e-b778-71c9e9d6aff2>

Assessment Requirements for ICTNPL401 Apply business acumen to network planning

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Performance Evidence

Evidence of the ability to:

- analyse forecasts using customer demand
- build accurate models to develop business cases, applying financial analysis
- analyse demographic trends for strategy development
- assess technology implementation
- communicate with customers
- evaluate network deployment architecture.

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:

- explain different forms of business modelling
- identify commercial considerations, including:
 - capital expenditure (CAPEX)
 - operational expenditure (OPEX)
 - product revenue and demand versus network cost
 - return on investment (RoI)
 - time to market
- identify role of demographics in the planning process
- outline emerging technologies of telecommunications
- identify financial investment tools:
 - cost-benefit analysis
 - investment management system

- net present value (NPV)
- identify financial models
- explain forecasting of trends
- identify and explain relevant legislation as it applies to:
 - Australian competition and consumer affairs
 - telecommunications industry regulatory accounting
 - universal services obligations
- describe network planning processes.

Assessment Conditions

Gather evidence to demonstrate consistent performance in conditions that are safe and replicate the workplace. Noise levels, production flow, interruptions and time variances must be typical of those experienced in the Telecommunications – Network Planning field of work and include access to:

- network planning data
- relevant databases
- business and financial models
- systems and deployment rules and relevant legislation
- planning processes and regulatory frameworks.

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

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