



Australian Government

PSPPCM025 Influence and define strategic procurement direction

Release: 1

PSPPCM025 Influence and define strategic procurement direction

Modification History

Release	Comments
1	This unit was released in PSP Public Sector Training Package release 1.0 and meets the Standards for Training Packages. This unit supersedes and is equivalent to PSPPROC704A Influence and define strategic procurement direction. • Unit code updated • Content and formatting updated to comply with new standards • All PC transitioned from passive to active voice

Application

This unit describes the skills required to formulate an organisation's strategic procurement goals and take action to gain support for strategic procurement directions. It includes ensuring that the organisation's strategic procurement direction is aligned with that of the government.

This unit applies to those working in roles that require defining an organisation's strategic procurement goals.

The skills and knowledge described in this unit must be applied within the legislative, regulatory and policy environment in which they are carried out. Organisational policies and procedures must be consulted and adhered to.

Those undertaking this unit would work independently whilst performing complex tasks in a range of familiar and unfamiliar contexts.

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

Competency Field

Procurement

Elements and Performance Criteria

ELEMENTS	PERFORMANCE CRITERIA
Elements describe	Performance criteria describe the performance needed to demonstrate

the essential outcomes	achievement of the element. Where bold italicised text is used, further information is detailed in the range of conditions section.
1. Formulate strategic procurement goals	1.1 Determine procurement direction through consultation with organisation's governing body and stakeholders. 1.2 Formulate strategic procurement goals consistent with organisation's business plan, strategic direction, mission and values. 1.3 Review strategic procurement goals to ensure that opportunities and current and emerging trends are reflected. 1.4 Implement strategic procurement goals to deliver best value for money.
2. Gain support for strategic procurement direction	2.1 Present strategic procurement goals to stakeholders to gain their support. 2.2 Negotiate realistic and rational compromises where stakeholder interests are in conflict, 2.3 Identify consequences for the organisation if less than full support is obtained. 2.4 Maintain ongoing consultation with stakeholders to ensure support for and ownership of the organisation's strategic procurement goals. 2.5 Record and consider outcomes of the consultation process before procurement decisions are reached.

Foundation Skills

Foundation skills are embedded within the elements and performance criteria of this unit.

Unit Mapping Information

This unit supersedes and is equivalent to PSPPROC704A Influence and define strategic procurement direction.

Links

Companion Volume implementation guides are found in VETNet -

<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=bebbece7-ff48-4d2c-8876-405679019623>

Companion Volume implementation guides are found in VETNet -

<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=bebbece7-ff48-4d2c-8876-405679019623>

Companion Volume implementation guides are found in VETNet -

<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=bebbece7-ff48-4d2c-8876-405679019623>

Companion Volume implementation guides are found in VETNet -

<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=bebbece7-ff48-4d2c-8876-405679019623>

Assessment Requirements for PSPPCM025 Influence and define strategic procurement direction

Modification History

Release	Comments
1	These Assessment Requirements were released in PSP Public Sector Training Package release 1.0 and meet the Standards for Training Packages. • Assessment Requirements created drawing upon specified assessment information from superseded unit

Performance Evidence

Evidence required to demonstrate competence must satisfy all of the requirements of the elements and performance criteria. If not otherwise specified the candidate must demonstrate evidence of performance of the following on at least one occasion.

- consulting and negotiating with stakeholders at the highest levels of organisations and the community
- engaging in strategic networking and influencing, within probity boundaries, with key stakeholders and decision makers
- conveying complex ideas to a wide range of audiences
- reading, writing and approving business cases, plans, reports, submissions and other high level complex documents
- managing teams of expert negotiators in different functions
- undertaking research and business analysis relating to strategic procurement and high level business issues
- managing financial and other resources

Knowledge Evidence

Evidence required to demonstrate competence must satisfy all of the requirements of the elements and performance criteria. If not otherwise specified the depth of knowledge demonstrated must be appropriate to the job context of the candidate.

- Commonwealth, state or territory, and local government legislation, policies, practices and guidelines relating to strategic procurement, including environmental purchasing guidance
- organisational procurement policies, practices and approval processes
- government procurement environment
- probity principles and issues

- codes of conduct, codes of practice and standards of individual behaviour relating to strategic procurement
- financial rules and regulations relating to strategic procurement
- competition theory as it relates to strategic procurement
- strategic procurement planning processes
- procurement best practice standards
- environmental, sustainability and corporate social responsibility principles relevant to strategic procurement

Assessment Conditions

This unit contains no specific industry-mandated assessment conditions. Guidance on suggested and recommended conditions and methods can be found in the Implementation Guide.

Assessors must satisfy the NVR/AQTF mandatory competency requirements for assessors.

Links

Companion Volume implementation guides are found in VETNet -

<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=bebbece7-ff48-4d2c-8876-405679019623>

Companion Volume implementation guides are found in VETNet -

<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=bebbece7-ff48-4d2c-8876-405679019623>

Companion Volume implementation guides are found in VETNet -

<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=bebbece7-ff48-4d2c-8876-405679019623>