



Australian Government

**Assessment Requirements for RGRPSH422
Promote and maintain business
arrangements with racehorse owners**

Release: 1

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Modification History

Release	Comments
Release 1	This version released with RGR Racing and Breeding Training Package Version 2.0.

Performance Evidence

An individual demonstrating competency in this unit must satisfy all of the elements and performance criteria of this unit. There must be evidence that the individual has promoted and maintained business arrangements with racehorse owners, undertaking the following, at least once:

- prepared information and plans to attract new clients, including:
 - services offered to racehorse owners
 - stable success and performance of horses
- maintained effective communication with owners
- documented information on fees and charges for services to prepare horses for racing.

Knowledge Evidence

An individual must be able to demonstrate the knowledge required to perform the tasks outlined in the elements and performance criteria of this unit. This includes knowledge of:

- principles and practices of racehorse owner business arrangements:
 - key owner requirements, needs and expectations and areas of problems with owners
 - types of training services provided, typical costs and contractual arrangements
 - industry terminology related to racing businesses
 - racing industry animal welfare requirements
- racehorse trainers and owners:
 - rights and obligations
 - communication procedures and protocols
 - strategies for effective working relationships, including teamwork, negotiation and conflict resolution
- basics of market research techniques:
 - sources of information relating to promoting and maintaining racehorse business arrangements

- racing industry standards and expectations relevant to promoting and maintaining racehorse business arrangements with racehorse owners:
 - racing industry safety requirements, including safe operating procedures and workplace health and safety duty of care
 - relevant rules of racing for training racehorses.

Assessment Conditions

Assessment of skills must take place under the following conditions:

- physical conditions:
 - a racing establishment workplace with standardbred or thoroughbred horses, or an environment that accurately reflects performance in a real workplace setting
- resources, equipment and materials:
 - information about potential owners, costs of services and other workplace documentation relevant for assessment activity.

Training and assessment strategies must show evidence of the use of guidance provided in the *Companion Volume: User Guide: Safety in Equine Training*.

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

Links

Companion Volumes, including Implementation Guides, are available at VETNet - <https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=5c4b8489-f7e1-463b-81c8-6ecce6c192a0>