

Modification history

Release	Comments
Release 1	This version released with AHC Agriculture, Horticulture, Conservation and Land Management Training Package Version 4.0.

AHCBUS507XX	Monitor and review business performance
Application	<p>This unit of competency describes the skills and knowledge required to monitor and review business performance.</p> <p>This unit applies to individuals who take personal responsibility and exercise autonomy in undertaking complex work. They must analyse information and exercise judgement to complete a range of advanced skilled activities.</p> <p>All work must be carried out to comply with organisational requirements, work health and safety legislation, sustainability practices and codes and in consultation with the management team.</p> <p>No occupational licensing, legislative or certification requirements are known to apply to this unit at the time of publication.</p>
Prerequisite Unit	Nil
Unit Sector	Business (BUS)

Elements	Performance Criteria
<i>Elements describe the essential outcomes.</i>	<i>Performance criteria describe the performance needed to demonstrate achievement of the element.</i>
1. Identify performance requirements	1.1 Develop realistic performance indicators within available timeframes and resources 1.2 Identify and minimise factors inhibiting performance against objectives 1.3 Identify and assess market conditions based on relevant data and transferable and justifiable assumptions 1.4 Identify capacity to promote the sustainability of operations and incorporate into enterprise procedures
2. Evaluate enterprise performance	2.1 Gather and analyse data relating to enterprise production and financial performance to identify historical and current performance 2.2 Review and analyse operational structures to determine the suitability of organisational processes to enterprise objectives 2.3 Evaluate enterprise strengths and weaknesses against market conditions to determine current and future capacities 2.4 Monitor impact of natural conditions on enterprise performance 2.5 Assess sustainability of resource use 2.6 Monitored performance against enterprise objectives to identify variations and scope for future development
3. Review business performance	3.1 Review business operations to identify opportunities for improvements in performance 3.2 Review business financial performance to identify opportunities for improvement 3.3 Review business marketing performance to identify opportunities for improvement 3.4 Review business risk management performance to identify opportunities for improvement 3.5 Document opportunities for improvement

Foundation Skills	
<i>This section describes those language, literacy, numeracy and employment skills that are essential for performance in this unit of competency but are not explicit in the performance criteria.</i>	
Skill	Description
Numeracy	<ul style="list-style-type: none"> Recognise trends in financial activity of business

Unit Mapping Information			
Code and title current version	Code and title previous version	Comments	Equivalence status
AHCBUS507XX Monitor and review business performance	AHCBUS507 Monitor and review business performance	Performance criteria clarified. Foundation skills added. Assessment requirements updated.	Equivalent unit

Links
Companion Volumes, including Implementation Guides, are available at VETNet: https://vetnet.education.gov.au/Pages/TrainingDocs.aspx?q=c6399549-9c62-4a5e-bf1a-524b2322cf72

TITLE	Assessment requirements for AHCBUS507XX Monitor and review business performance
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Performance Evidence

An individual demonstrating competency must satisfy all of the elements and performance criteria in this unit. There must be evidence that the individual has monitored and reviewed and reviewed the performance of at least one business, or part of, including:

- identified, gathered and analysed data relating to enterprise performance
- developed realistic performance indicators
- reviewed operations against performance indicators
- monitored resources
- assessed sustainability of resource use
- planned to improve business performance by addressing results of review.

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:

- markets, relevant to enterprise
- financial analysis techniques, including:
 - cost benefit analysis
 - 'what if?' analyses
 - time series and trend
 - expenditure and revenue ratios
 - break-even analysis
 - accounting standards
 - cash flow schedules
- types of data analysed to indicate business performance, including:
 - sales targets
 - revenue estimates
 - waste reduction
 - erosion replacement and reversal
 - environmental sustainability
 - variable cost ratios
 - investment returns
 - diversification
- organisational structures, including:
 - management processes
 - reporting arrangements
 - decision-making authorities
 - financial accounting procedures
- legislative requirements relevant to the operations of the enterprise
- environmental conditions, positive environmental practices and negative impact minimisation measures.

Assessment Conditions

Assessment of skills must take place under the following conditions:

- physical conditions:
 - skills must be demonstrated in an environment that accurately represents workplace conditions
- resources, equipment and materials:
 - access to business records for an enterprise.

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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