Modification history

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

| AHCBUS603 | Develop and review an enterprise plan |
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| Application | This unit of competency describes the skills and knowledge required to develop and review a strategic enterprise plan for a small, medium or large business.This unit applies to individuals who work strategically, who analyse information and exercise judgement to complete a range of advanced skilled activities. At this level, workers analyse, design and communicate solutions to a range of complex problems.All work must be carried out to comply with organisational requirements, work health and safety legislation and codes, sustainability practices and in consultation with the management team.No occupational licensing, legislative or certification requirements are known to apply to this unit at the time of publication. |
| Prerequisite Unit | Nil  |
| Unit Sector | Business (BUS) |

| Elements | Performance Criteria |
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| Elements describe the essential outcomes. | Performance criteria describe the performance needed to demonstrate achievement of the element. |
| 1. Clarify business goals and direction for enterprise plan | 1.1 Evaluate the focus, direction and structure of the enterprise in the development and review of the enterprise plan1.2 Assess and identify need for development and change 1.3 Identify competitive and collaborative factors1.4 Identify and consider legal obligations and estate considerations1.5 Develop goals and targets consistent with the enterprise1.6 Document outcomes of the analysis work and draft the new enterprise plan |
| 2. Undertake strategic analysis | 2.1 Access data for use in review and development2.2 Assess opportunities to value-add in the distribution chain of commodities and identify competitive implications2.3 Analyse and assess competitive and collaborative opportunities2.4 Assess expansion opportunities for viability and feasibility2.5 Undertake comprehensive analysis of data and information to formulate a viable and realistic enterprise plan |
| 3. Develop and document enterprise plan | 3.2 Ensure performance measures are clear and address all key aspects of enterprise performance3.3 Identify, document and incorporate the implications of the enterprise plan for the business3.4 Introduce value adding activities and opportunities3.5 Finalise enterprise plan3.6 Communicate enterprise plan initiatives and desired outcomes |
| 4. Review operations against the enterprise plan | 4.1 Evaluate operations and performance against the enterprise plan, identifying gaps and strengths 4.2 Modify processes to ensure strategic outcomes are achieved |

| Foundation SkillsThis 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. |
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| Skill | Description |
| Oral communication  | * Work effectively with stakeholders to formulate agreed strategic directions
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| Unit Mapping Information |
| Code and title current version | Code and title previous version | Comments | Equivalence status |
| AHCBUS603 Develop and review an enterprise plan | AHCBUS603 Develop and review a strategic plan | Title updated. Performance criteria clarified. Foundation skills added. Assessment requirements updated. | Equivalent unit  |

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| 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 AHCBUS603 Develop and review an enterprise plan |
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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 developed and reviewed an enterprise plan for at least one business, including:* determined the scope and desired business outcomes of the plan
* analysed the competitive environment
* documented performance measures to address all key aspects of enterprise performance
* evaluated opportunities and the viability and feasibility of the production, business and marketing plans
* documented the plan
* communicated the strategic direction to employees
* reviewed business activity and made adjustments to meet requirements of the plan.
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| Knowledge Evidence |
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| 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:* the market in which the enterprise operates
* market forces
* resource availability and accessibility
* competitors
* business structures for similar enterprises
* business analysis and forecasting
* value adding concepts, relevant to the enterprise
* enterprise planning methodologies
* data collection and analysis methods
* risk management techniques
* legislation and by-laws relevant to the organisation's operation and potential expansion
* organisational design and change processes.
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| Assessment Conditions |
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| 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 an enterprise, including business records, to conduct enterprise planning activity.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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