

UNIT CODE	PSPGEN067
UNIT TITLE	Establish and maintain strategic networks
APPLICATION	<p>This unit describes the performance outcomes, skills and knowledge required to establish, expand and use strategic networks.</p> <p>This unit applies to those working in generalist and specialist roles within the public sector. Those undertaking this unit would work independently seeking advice as required, performing complex tasks in a range of familiar and unfamiliar contexts.</p> <p>The skills in this unit must be applied in accordance with Commonwealth and State or Territory legislation, Australian standards and industry codes of practice.</p> <p>No occupational licensing, certification or specific legislative or certificate requirements apply to this unit at the time of publication.</p>
PREREQUISITE UNIT	Nil
COMPETENCY FIELD	General
UNIT SECTOR	

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 features of required strategic networks.	1.1 Identify the strategic value and likely outcomes of participating in networks. 1.2 Research and assess the benefits of existing networks. 1.3 Identify key stakeholders and their needs, expectations and roles.
2. Identify and establish network links with key stakeholders.	2.1 Identify existing network links between key stakeholders. 2.2 Identify and initiate strategies to maintain or expand existing network links. 2.3 Establish and use new network links between self and key internal and external stakeholders. 2.4 Develop and maintain strong working relationships among network members.

3. Build strategic relationships.	<p>3.1 Establish effective communication channels to exchange strategic information for the mutual benefit of network members.</p> <p>3.2 Interact and consult with key stakeholders to anticipate developments that may impact on the organisation and require a strategic approach to dealing with them.</p> <p>3.3 Identify and address misunderstandings and conflict situations.</p> <p>3.4 Seek and act upon opportunities to improve communication processes and achieve mutually beneficial outcomes.</p>
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FOUNDATION SKILLS	
<i>Foundation skills essential to performance in this unit, but not explicit in the performance criteria are listed here, along with a brief context statement.</i>	
SKILLS	DESCRIPTION
Reading skills to:	<ul style="list-style-type: none"> Interpret and apply organisation policies and procedures relating to networking conduct and protocols including conflict of interest and reputational issues.
Oral communication skills to:	<ul style="list-style-type: none"> Adapt personal communication style to build trust and positive working relationships with stakeholders with varying needs and interests.
Initiative and enterprise skills to:	<ul style="list-style-type: none"> Identify opportunities to strengthen working relationships.
UNIT MAPPING INFORMATION	Release 1: Supersedes and is equivalent to PSPGEN067 Establish and maintain strategic networks.
LINKS	Companion Volume Implementation Guide

TITLE	Assessment Requirements for PSPGEN067 Establish and maintain strategic networks
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PERFORMANCE EVIDENCE	<p>Evidence of the ability to complete tasks outlined in elements and performance criteria of this unit in the context of the job role, and on at least one occasion:</p> <ul style="list-style-type: none"> ■ apply legislation, regulations and policies relating to public sector environment ■ use communication methods with diverse strategic networks including: <ul style="list-style-type: none"> ○ consultation ○ liaison, negotiation ○ building influence and reputation ○ transparency ■ use formal and informal industry communication channels ■ resolve conflict in a strategic networking context.
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KNOWLEDGE EVIDENCE	<p>Demonstrated knowledge required to complete the tasks outlined in elements and performance criteria of this unit:</p> <ul style="list-style-type: none"> ■ public sector legislation including WHS and environment, regulations, policies, procedures and guidelines relating to work in a public sector environment ■ local/national/international public sector structures/protocols ■ industry/professional communication channels and networks ■ principles of interpersonal, group and inter agency communication ■ principles of conflict resolution in a strategic context.
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ASSESSMENT CONDITIONS	<p>Skills must be demonstrated in either a:</p> <ul style="list-style-type: none"> ■ workplace environment or ■ simulated environment. <p>Simulated assessment environments must simulate the real-life working environment where the skills and knowledge within this unit would be utilised, with all the relevant equipment and resources of that working environment.</p> <p>Assessment must ensure access to:</p> <ul style="list-style-type: none"> ■ legislation, policy, procedures and protocols relating to the public sector environment ■ organisational charts <p>Assessors must satisfy the Standards for Registered Training Organisations' requirements for assessors.</p>
LINKS	Companion Volume Implementation Guide