

40686**Initiate, build, and evaluate relationships to support an intelligence output**

Kaupae Level	6
Whiwhinga Credit	15
Whāinga Purpose	<p>This skill standard is for intelligence analysts.</p> <p>This skill standard will provide intelligence analysts with the knowledge and skills to initiate, build, and evaluate relationships to support an intelligence output.</p> <p>This skill standard can be used in programmes leading to the New Zealand Diploma in Intelligence Analysis (Level 6) [Ref: 2396].</p>

Hua o te ako me Paearu aromatawai | Learning outcomes and assessment criteria

Hua o te ako Learning outcomes	Paearu aromatawai Assessment criteria
1. Initiate relationships to support an intelligence output.	a. Identify potential points of contact from a range of sources and agencies to contribute to the intelligence output.
	b. Evaluate contacts' suitability to contribute to the intelligence output.
	c. Assess the most suitable mode to initiate contact.
	d. Initiate communication with contacts or reply to initial communication from contact.
2. Build and maintain relationship with contacts for contribution to the intelligence output.	a. Use appropriate communication methods and styles to maintain effective relationships.
	b. Apply effective communication techniques to interact with identified contacts.
	c. Maintain the integrity, security, and confidentiality of relationships with contacts.
	d. Handle protectively marked information in accordance with the contacts' organisational requirements.

Hua o te ako Learning outcomes	Paearu aromatawai Assessment criteria
3. Evaluate results of interaction and identify opportunities to improve the relationships with contacts.	a. Analyse the interaction with contacts to determine the effectiveness of the relationship and outcome.
	b. Identify opportunities to improve the relationships with contacts.
4. Evaluate the interaction with the decision-maker to identify opportunities to improve influence with the decision maker.	a. Analyse whether the interactions with decision-maker has influenced decision making.
	b. Identify opportunities to improve the relationships with decision-maker.
	c. Communicate with influence to maintain analytical integrity and ensure shared understanding during the production of the intelligence output, with the decision-maker.

Pārongo aromatawai me te taumata paearu | Assessment information and grade criteria

Assessment specifications:

All activities and evidence must be in accordance with organisational requirements. Simulated examples are permitted.

Any use of digital tools or emerging technologies will need to be used in accordance with relevant organisational and industry codes of conduct and practice.

Definitions:

Decision-maker may refer to a group, individual responsible for making decisions within their sphere of influence or authority.

Intelligence refers to the functions, activities, people or organisations that are involved in the process of planning, gathering and analysing information that leads to the production of intelligence products, which are of potential value to decision makers.

Intelligence output refers to something which contributes to or be the end result of the production step of the intelligence cycle, in which information is developed into an intelligence product through integration, analysis, evaluation and interpretation of all available information.

Organisational requirements refer to instructions to staff on policies, procedures, and methodologies which are documented and are available in the workplace. They must be consistent with applicable legislation and any other applicable compliance requirements.

Points of contact may refer to clients, stakeholders, networks, agencies, sources, peers.

Ngā momo whiwhinga | Grades available

Achieved.

Ihirangi waitohu | Indicative content

Evaluate points of contact

- benefits and challenges of the relationship.

Modes of communication

- verbal
- non-verbal
- written.

Maintaining integrity, security, and confidentiality of relationships

- communications
- identity
- permission.

Rauemi | Resources

- [Criminal Disclosure Act 2008](#).
- New Zealand Government Protective Security Requirements - Information Security - Security Classification System or private sector equivalent, available from <https://www.protectivesecurity.govt.nz/>.
- [New Zealand Institute of Intelligence Professionals \(NZIIP\) handbook](#).
- [Official Information Act 1982](#).
- [Privacy Act 2020](#).
- [Public Records Act 2005](#).
- [Search and Surveillance Act 2012](#).
- The State Services Code of Conduct, Standards of Integrity and Conduct available from <https://www.publicservice.govt.nz/> and/or any other agency-specific code or codes of conduct and/or ethics.

Pārongo Whakaū Kouna | Quality assurance information

Ngā rōpū whakatau-paerewa Standard Setting Body	Ringa Hora Services Workforce Development Council
Whakaritenga Rārangi Paetae Aromatawai DASS classification	Law and Security > Compliance and Law Enforcement > Intelligence Analysis
Ko te tohutoro ki ngā Whakaritenga i te Whakamanatanga me te Whakaōritenga CMR	0112

Hātepe Process	Putanga Version	Rā whakaputa Review Date	Rā whakamutunga mō te aromatawai Last date for assessment
Rēhitatanga Registration	1	29 May 2025	N/A
Kōrero whakakapinga Replacement information	This skill standard replaced unit standard 28490.		
Rā arotake Planned review date	31 December 2030		

Please contact Ringa Hora Services Workforce Development Council at qualifications@ringahora.nz to suggest changes to the content of this skill standard.