

Title	Develop a business plan, and monitor the objectives for an agribusiness		
Level	5	Credits	15

Purpose	People credited with this unit standard are able to, for an agribusiness: identify and analyse information to determine current state, business values, future direction, and vision for the future; develop goals and objectives for the business plan; develop action plans to achieve objectives of the business plan; and compare actual with planned results and identify changes required to action plans and objectives of a business plan.
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Classification	Agriculture > Agribusiness Management
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Available grade	Achieved
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Guidance Information

- 1 Legislation relevant to this unit standard includes but is not limited to:
 - Resource Management Act 1991; and any subsequent amendments.

- 2 Definitions

Objectives – components which collectively contribute to achieving goals.

Action plan – plan of actions to be taken to achieve objectives.

Agribusiness – businesses or industries that are engaged in farming or that produce farm inputs

Business plan - a document setting out an agribusiness's future objectives and strategies for achieving them. In the context of this unit standard a business plan could apply to a large or small agribusiness.

Direction – a strategic perspective for the future development and progress of the agribusiness.

Goals – statement of intent that relates to the whole agribusiness production system.

Organisational procedures – policies and procedures on operation and guidelines set down by the employer, or organisation for business planning. Workplace procedures should reflect current legislation.

Stakeholders – individuals and groups which have some direct interest in the agribusiness and its products or services. Stakeholders include – customers, owners, sharefarmers, managers, employee organisations, regulatory bodies, family members, business partners, shareholders.

Values – the way in which the organisation, its employees and stakeholders operate with respect to each other and the community at large. Values include the shared aspirations and beliefs which are the basis of the organisation's mission and operations.

- 3 For the purposes of assessment:
- for assessment of outcome 4, learners may monitor and review any business plan, and not necessarily the one developed for other outcomes of this unit standard;
 - learners are encouraged to present their business plan in type-written format;
 - learners are encouraged to carry out and present the results of internet-based research as evidence;
 - all evidence must be in accordance with organisational procedures.

Outcomes and performance criteria

Outcome 1

Identify and analyse information to determine current state, business values, future direction, and vision for the future of an agribusiness.

Range business information may include but is not limited to – results of break even analysis, opportunity costs, results of sensitivity analysis, results of SWOT (strengths, weaknesses, opportunities, threats) analysis, inventory of physical resources, financial records, gross margins;
other information may include but is not limited to – industry publications, sector specific publications, supplier information, internet sites, personal contacts, personal beliefs, market information, economic reports, consumer surveys.

Performance criteria

- 1.1 Identify the vision for future direction in the agribusiness.
- 1.2 Identify sources of information in terms of those which may be relevant to agribusiness objectives, direction, and values.
- 1.3 Analyse information to determine validity and applicability of information to the agribusiness, and to each owner in that business.
- 1.4 Analyse information to determine current financial state of the agribusiness.
- 1.5 Identify or develop business values and future direction for an agribusiness in a time and manner which allows for contribution from, and consultation with, stakeholders.

Outcome 2

Develop goals and objectives for the business plan of an agribusiness.

Performance criteria

- 2.1 Develop objectives which are specific, measurable and achievable.

- 2.2 Develop goals and objectives which include realistic timeframes for their achievement, taking into consideration all available resources.
- Range resources may include but are not limited to – time available, capital available, personnel with relevant skills available, level of own knowledge, level of own skills, agribusiness production levels.
- 2.3 Use management tools in the development of objectives for making justifiable decisions.
- Range management tools may include but are not limited to – gross margins, break even analysis, opportunity costs, sensitivity analysis, SWOT analysis, physical resources, financial records; evidence of four management tools is required; decisions may include but are not limited to – management improvement, development, diversification, investment; evidence of two decisions is required.
- 2.4 Describe the future vision for growth and direction of the agribusiness in the business objectives developed.
- Range for a minimum of one year.

Outcome 3

Develop action plans to achieve objectives of the business plan for an agribusiness.

Performance criteria

- 3.1 Develop action plans for each objective developed for an agribusiness.
- Range objectives – individual or integrated.
- 3.2 Identify progress points for each objective.
- 3.3 Identify responsibilities of people involved with each objective.
- 3.4 Identify timing of actions for each objective.

Outcome 4

Compare actual with planned results and identify changes required to action plans and objectives of a business plan for an agribusiness.

Range for a minimum of three months.

Performance criteria

- 4.1 Compare and review actual with planned results and timeframes of action plans.
- 4.2 Identify changes required to action plans and objectives.

Replacement information	This unit standard replaced unit standard 16651.
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Planned review date	31 December 2026
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Status information and last date for assessment for superseded versions

Process	Version	Date	Last Date for Assessment
Registration	1	27 April 2005	31 December 2022
Review	2	18 March 2011	31 December 2022
Review	3	28 October 2021	N/A

Consent and Moderation Requirements (CMR) reference	0052
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This CMR can be accessed at <http://www.nzqa.govt.nz/framework/search/index.do>.

Comments on this unit standard

Please contact the Primary Industry Training Organisation standards@primaryito.ac.nz if you wish to suggest changes to the content of this unit standard.