

Title	Evaluate performance and opportunities for an agribusiness, and present findings in a report		
Level	6	Credits	25

Purpose	People credited with this unit standard are able to, for an agribusiness: assemble business information; analyse physical resources and business information; evaluate opportunities and future performance for a selected opportunity; and produce an agribusiness report.
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Classification	Agriculture > Agribusiness Management
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Available grade	Achieved
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Guidance Information

- 1 In the context of this unit standard *agribusiness objectives* may include documentation provided to the individual being assessed, or information provided by the individual being assessed and agreed to for use in this unit standard by the assessor.
- 2 People must present their report in type-written format using report writing conventions.
- 3 It is recommended that the report is completed for an agribusiness other than the person's own business.

Outcomes and performance criteria

Outcome 1

Assemble business information for an agribusiness.

Performance criteria

- 1.1 Production, human, physical resource, and financial information is identified and assembled.
- 1.2 Relevant supporting information is identified and assembled.

Range	information includes but is not limited to – management plan or calendar of operations, production statistics, stock reconciliation, annual financial budget, agribusiness goals and objectives.
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Outcome 2

Analyse physical resources and business information for an agribusiness.

Performance criteria

- 2.1 The analysis of resources determines their influences on agribusiness performance.

Range resources may include but are not limited to – managerial ability, stock carrying capacity, subdivision, amenities, plant quality, animal quality, soil fertility, animal health, waste and effluent systems, buildings, roading, staffing.

- 2.2 The analysis of business information determines ability to meet objectives, future viability, and areas for improvement.

- 2.3 The analysis of business information includes benchmarking with similar businesses, and establishes key performance indicators (KPIs).

Range KPIs may include but are not limited to – economic farm surpluses, return on capital, return on equity, production levels.

- 2.4 The analysis of business information establishes likely future performance of the agribusiness given current resources and operating practices.

- 2.5 The analysis includes the identification and assessment of risk.

Outcome 3

Evaluate opportunities and future performance for a selected opportunity for an agribusiness.

Performance criteria

- 3.1 The opportunities open to a business for expansion, improvements and/or diversification are evaluated in terms of current resources, expected performance, and risk management.

Range opportunities may include but are not limited to – intensification, changes to management and/or production methods, expansion, sale of all or part of agribusiness, refinancing, ownership restricting, technology.

- 3.2 The expected performance of an agribusiness is projected in terms of current and predicted resources.

Range performance may include but is not limited to – financial performance, productivity, market performance, cashflow, increase in business equity.

Outcome 4

Produce an agribusiness report.

Performance criteria

- 4.1 The information is organised and presented logically and critically, and in sufficient detail and form to facilitate decision-making by others.
- Range information may include but is not limited to – human, physical, business and financial plans, supporting data.
- 4.2 The information used in the agribusiness report is identified by source and date, and any assumptions and/or limitations relating to the data are made explicit.
- 4.3 The agribusiness report is based on critical analysis and interpretation, with conclusions and recommendations justified by reasoned argument and relevant evidence.

Replacement information	This unit standard replaced unit standard 16652.
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This unit standard is expiring. Assessment against the standard must take place by the last date for assessment set out below.

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	22 October 2020	31 December 2022
Rollover	4	30 September 2021	31 December 2023
Rollover and Revision	5	14 December 2023	31 December 2025

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>.