

Title	Lead and manage people to achieve a business entity's strategic goals		
Level	6	Credits	30

Purpose	<p>A person credited with this standard is able to, lead and manage people to achieve a business entity's strategic goals.</p> <p>This unit standard has been developed primarily for assessment within programmes leading to the Leadership and Management strand of the New Zealand Diploma in Business (Level 6) [Ref: 2460].</p>
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Classification	Business Operations and Development > Organisational Direction and Strategy
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Available grade	Achieved
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Guidance Information

- Unit standards in the Organisational Direction and Strategy domain are about analysing influences, determining strategies for an envisioned future, and enabling the alignment of the organisation to achieve that future.
- Assessment must be conducted in a real business context(s) or based on scenario(s) which must reflect the requirements and practicalities for conducting business in Aotearoa New Zealand.

These *requirements and practicalities* must include meeting the requirements of all relevant legislation and should address such areas as the real business or scenario-based context's:

- purpose and goals/objectives,
- future development,
- external operating environment,
- internal processes, accountabilities, and relationships.

The requirements and practicalities of the context(s) provide evidence for this unit standard.

- The real business or scenario-based context(s) and their requirements and practicalities must be sufficiently complex to enable demonstration of the full range of competence for achievement of the outcome, and to meet the descriptors for level 6 in the NZQF Level Descriptors, which are available at www.nzqa.govt.nz.

- 4 Definition
Business entity can be an organisation, or a commercial or other enterprise, not necessarily for profit, a community organisation, and can be a discretely managed business unit within a larger organisation.
- 5 Support material for unit standards directly linked to the New Zealand qualifications in Business is available at <https://www.nzqa.govt.nz/qualifications-standards/qualifications/business-qualifications/>.

Outcomes and performance criteria

Outcome 1

Lead and manage people to achieve a business entity's strategic goals.

Performance criteria

- 1.1 Achievement of personal and/or the business entity's strategic goals is enabled by the leadership and management of people.
Range personal goals must align to the entity's purpose.
- 1.2 Change is facilitated and implemented to improve entity performance.
- 1.3 The entity's performance is supported by the management of stakeholder relationships.
- 1.4 Strategies for an inclusive entity culture are implemented.
- 1.5 Compliance with internal and external requirements is managed and achieved within the entity.

Planned review date	31 December 2025
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Status information and last date for assessment for superseded versions

Process	Version	Date	Last Date for Assessment
Registration	1	19 May 2016	31 December 2023
Review	2	24 June 2021	N/A

Consent and Moderation Requirements (CMR) reference	0113
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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 NZQA National Qualifications Services nqs@nzqa.govt.nz if you wish to suggest changes to the content of this unit standard.