



**CATAPULT**

# BSBESB302

Develop and present business proposals

## Table of Contents (Extract)

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**This Table of Contents extract is taken from Catapult Smallprint's full hardcopy Trainer/Assessor Guide for the unit BSBESB302.**

**For more information, including using our enhanced online version of this unit in Catapult LMS, or to purchase the Learner or Trainer printed books, please see this unit on our website by clicking this link:**

**<https://catapultlearning.com.au/product/BSBESB302/>**

# Trainer/assessor guide

## BSBESB302

### Develop and present business proposals

#### Welcome to this unit of study

This unit describes the skills and knowledge required to research the viability of ideas for business opportunities and develop and present proposals for viable options in formats suiting a range of stakeholders.

The unit applies to those establishing or operating a business providing self-employment, as well as those establishing a new venture as part of a larger organisation. The proposals may relate to products and/or services offered by the business.

It may be undertaken as:

- » part of a formal qualification nationally recognised through the Australian Qualifications Framework (AQF)
- » a stand alone unit
- » part of a formal skill set

# Contents

<b>About this trainer/assessor guide .....</b>	<b>4</b>
<b>Learning resource.....</b>	<b>5</b>
Topic 1: Evaluate business ideas .....	5
Business opportunities .....	5
Factors influencing a business's financial viability.....	7
Determining the viability of a business opportunity .....	9
Recording evaluations.....	12
Check your understanding .....	13
Topic 2: Manage risk associated with business proposal .....	15
Risks associated with business .....	15
Communicating risk to stakeholders .....	18
Risk management systems.....	19
Check your understanding .....	23
Topic 3: Develop proposal for viable business idea.....	25
Proposal audiences .....	25
Establishing a budget .....	28
Describing a business idea .....	30
Confirming the draft proposal meets its requirements.....	32
Check your understanding .....	33
Topic 4: Present business proposal .....	35
Presentation methods.....	35
Delivering a business proposal .....	37
Seeking feedback.....	39
Check your understanding .....	41
Topic 5: Additional learning .....	43
Legislation, standards, and codes of practice .....	43
Workplace procedures .....	45
References.....	46
<b>Assessment workbook .....</b>	<b>47</b>
Unit information .....	49
What is competency-based assessment?.....	50
How will my competency be assessed?.....	51
Assessment agreement .....	52
Foundation skills checklist.....	53
<b>Skills recognition.....</b>	<b>54</b>
Topic 1: Evaluate business ideas .....	55
Topic 2: Manage risk associated with business proposal .....	56
Topic 3: Develop proposal for viable business idea.....	57
Topic 4: Present business proposal .....	58

<b>Knowledge questions</b> .....	<b>59</b>
Topic 1: Evaluate business ideas .....	60
Topic 2: Manage risk associated with business proposal .....	64
Topic 3: Develop proposal for viable business idea.....	67
Topic 4: Present business proposal .....	71
Topic 5: Specific knowledge evidence.....	74
<b>Performance tasks</b> .....	<b>76</b>
Third party evidence collection agreement .....	77
Topic 1: Evaluate business ideas .....	78
Topic 2: Manage risk associated with business proposal .....	80
Topic 3: Develop proposal for viable business idea.....	82
Topic 4: Present business proposal .....	84
<b>Completion record</b> .....	<b>86</b>
<b>Unit mapping</b> .....	<b>87</b>
<b>Trainer/ assessor user instructions</b> .....	<b>89</b>

# About this trainer/assessor guide

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## Learning resource

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The learning resource is divided into the following topics:

- » Evaluate business ideas
- » Manage risk associated with business proposal
- » Develop proposal for viable business idea
- » Present business proposal
- » Additional learning

Each topic provides information to help you gain the skills and knowledge required to perform the work tasks to which they refer. Read the information and practise the skills described. You should also take the opportunity to undertake additional independent research. Your trainer/assessor may also provide supplementary information including interpretation of the contents of this resource.

At the end of each topic is:

- » a set of true or false questions
- » a set of multiple choice questions

These questions provide an opportunity to check your understanding and progress. They are self-marking and do not form part of the assessment for the unit.

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## Assessment workbook

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To have this unit recognised as a formal qualification you need to have your skills and knowledge assessed. The assessment workbook provides:

- » information on competency-based assessment
- » instructions on how you will be assessed
- » assessment tools to assess your competence
- » instructions on how to complete the assessment tasks within each assessment tool

To be assessed as competent you need to provide evidence that you have the skills and knowledge to undertake the requirements of this unit. This assessment of competency is made by a qualified trainer/assessor from a registered training organisation. You must complete all the assessments as directed by your trainer/assessor to the required standard. It is not necessary to work through the guide in the order in which it is written. However this is at the discretion of your trainer/assessor.

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## Disclaimer

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