



CATAPULT

BSBSMB201

Identify suitability for micro business

Table of Contents (Extract)

NOTE: This is a sample only. This cover page is not included in Catapult Smallprint's printed books.

This Table of Contents extract is taken from Catapult Smallprint's full hardcopy Trainer/Assessor Guide for the unit BSBSMB201.

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/BSBSMB201/>

Trainer/assessor guide

BSBSMB201

Identify suitability for micro business

Welcome to this unit of study

This unit describes the skills and knowledge required to undertake self-evaluation to determine whether identified business opportunities are realistic.

It applies to individuals who critically examine potential business ideas by identifying gaps in the marketplace.

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

About this trainer/assessor guide	4
Learning resource.....	5
Topic 1: Explore potential business ideas	5
Identifying products/ services	5
Unavailable products/ services	9
Micro businesses opportunities.....	10
Gathering information	11
Outlining processes.....	14
Check your understanding	17
Topic 2: Compare personal skills and aspirations with micro business opportunities	19
Commitments, expectations, capabilities.....	19
Capabilities; business opportunities	22
Examining expectations/ capabilities	24
Minimising negative impacts.....	25
Check your understanding	27
Topic 3: Access business learning opportunities, mentoring and advice	29
Skills/ knowledge required	29
Business information/ terminology.....	31
Skills/ knowledge gaps	33
Learning opportunities	34
Mentors, advisors, networks	37
Check your understanding	39
References.....	41
Assessment workbook.....	43
Unit information	45
What is competency-based assessment?.....	46
How will my competency be assessed?.....	47
Assessment agreement.....	48
Foundation skills checklist.....	49
Skills recognition.....	50
Topic 1: Explore potential business ideas	51
Topic 2: Compare personal skills and aspirations with micro business opportunities	52
Topic 3: Access business learning opportunities, mentoring and advice	53
Knowledge questions	54
Topic 1: Explore potential business ideas	55
Topic 2: Compare personal skills and aspirations with micro business opportunities	61
Topic 3: Access business learning opportunities, mentoring and advice	65
Topic 4: Specific knowledge evidence.....	71

Performance tasks	74
Third party evidence collection agreement	75
Topic 1: Explore potential business ideas	76
Topic 2: Compare personal skills and aspirations with micro business opportunities	78
Topic 3: Access business learning opportunities, mentoring and advice	80
Completion record	82
Unit mapping and assessment checklist	83
Trainer/ assessor user instructions	85

About this trainer/assessor guide

Learning resource

The learning resource is divided into the following topics:

- » Explore potential business ideas
- » Compare personal skills and aspirations with micro business opportunities
- » Access business learning opportunities, mentoring and advice

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.

Assessment workbook

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.

Disclaimer

Information contained in this resource is drawn from sources believed to be reliable. The firm, its employees, agents and contractors do not warrant the correctness of the sources used and accept no responsibility to any person for any errors or omissions or for any loss or damage howsoever caused from the use of this resource.
