

Unit Title:	Supporting the consulting sales process
OCR unit number:	27
Credit value:	2
Level:	4
Guided learning hours:	16
Unit reference number:	K/504/1290

Unit aim and purpose

By completing this unit the learner will understand and be able to support own employer's sales process.

Learning Outcomes	Assessment Criteria
<p>The Learner will:</p> <p>1 Understand own employer's consulting sales process</p>	<p>The Learner can:</p> <p>1.1 Explain own employer's routes to the consulting market</p> <p>1.2 Explain own employer's process for managing consulting sales opportunities</p>
<p>2 Be able to support own employer's sales process</p>	<p>2.1 Analyse risk and issues to own employer of accepting a potential consulting client</p> <p>2.2 Prepare consulting client acceptance documentation based on a risk and issue analysis</p> <p>2.3 Prepare bid documentation including pitch material</p>

Assessment

This unit is internally assessed by the centre and externally moderated by OCR.

Evidence requirements

Candidates must produce evidence that meets all of the Assessment Criteria.

It is not necessary for candidates to meet all the criteria every time they carry out an activity, but **it is necessary that all candidates produce evidence to demonstrate they have met all assessment criteria.** There must be sufficient evidence for centre assessors to be able to confirm that the candidate is competent in their working environment.

Additional information

For further information regarding administration for this qualification, please refer to the OCR document '*Admin Guide: Vocational Qualifications*' (A850) on the OCR website www.ocr.org.uk.