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| Unit Title:            | Work with other agencies for the benefit of clients and own organisation |
| OCR unit number:       | Unit 07  |
| Level:                 | 6  |
| Credit value:          | 6  |
| Guided learning hours: | 40   |

## Unit purpose and aim

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This unit aims to develop the learner's critical understanding of formal and informal networks, signposting, referral opportunities and negotiation skills and to help the learner to use these to meet client and own organisational need.

| Learning Outcomes  | Assessment Criteria  |
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| <p>The learner can:</p> <p>1. Understand the characteristics of networks that support career development</p> | <p>The learner will:</p> <p>1.1 critically analyse the purpose of networks that support career development</p> <p>1.2 explain the processes governing the creation, operation and evaluation of networks</p>                                   |
| <p>2. Understand the networks supporting the delivery of career development</p>                              | <p>2.1 critically analyse the benefits for clients of the networks used by the organisation</p> <p>2.2 analyse how networks benefit the organisation</p> <p>2.3 examine sources of potential conflict and their resolution within networks</p> |
| <p>3. Understand the benefit of further support to meet the needs of clients and the organisation</p>        | <p>3.1 evaluate sources of further support within organisations</p> <p>3.2 evaluate way to access further support</p>  |
| <p>4. Understand the principles of negotiation</p>   | <p>4.1 critically analyse the principles of negotiation for the benefit of clients and the organisation</p>  |
| <p>5. Be able to work with other organisations for the benefit of clients</p>                                | <p>5.1 build contacts with individuals in other organisations for the benefit of clients</p> <p>5.2 exchange information with other organisations in accordance with procedures and protocols</p>  |

| Learning Outcomes   | Assessment Criteria   |
|---|---|
| 6. Be able to signpost or refer clients to sources of further support | 6.1 review with clients their support needs and objectives<br>6.2 facilitate the referral or signposting of clients to relevant support to meet planned needs and objectives<br>6.3 maintain referral and signposting records |

## Assessment

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This unit is internally assessed and externally verified by OCR Assessors. Simulations are not allowed.

To achieve a Pass, learners must produce evidence which meets all the assessment criteria.

## Evidence requirements

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All evidence of a learner's performance must be generated in the workplace. Learners must produce their own work and assessors use a range of assessment methods. More information about suitable forms of evidence can be found in the OCR Level 6 Diploma in Career Guidance and Development Centre Handbook.

## Guidance on assessment and evidence requirements

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In order to provide appropriate evidence to meet the assessment criteria for this unit the following methods can be used:

- assignment/report
- observation
- product evidence
- professional discussion and/or questioning of learner.

The use of observation should preferably be face to face or through 'visual technology'. The use of audio recordings is allowed where the above options are not accessible or for a telephone guidance-based service.