

Unit Title:	Develop and manage collaborative relationships with other organisations
OCR unit number:	15
Level:	5
Credit value:	5
Guided learning hours:	28
Unit reference number:	T/506/2059

Unit aim and purpose

This unit aims to develop the knowledge and skills required to develop and manage collaborative relationships with other organisations and introduces learners to the key principles of effective collaboration. Upon completion of this unit, learners will be able to identify external collaborative relationships to be developed and consequently collaborate with other organisations.

Learning Outcomes	Assessment Criteria	Additional Guidance
The Learner will: 1 Understand the principles of effective collaboration with other organisations	The Learner can: 1.1 Assess the nature of potential stakeholders' interest and needs 1.2 Evaluate the strengths and weaknesses of stakeholder mapping techniques 1.3 Assess the value of a range of analytical techniques and alliance modelling 1.4 Evaluate the implications of collaborative relationships for risk and knowledge management 1.5 Evaluate the implications of collaborative relationships for the supply chain and sustainability of future working arrangements 1.6 Evaluate the components, use and likely effects of invoking an exit strategy	
2 Be able to identify external collaborative relationships to be developed	2.1 Identify potential organisations that are likely to complement or enhance the work or reputation of the organisations involved	

Learning Outcomes	Assessment Criteria	Additional Guidance
	2.2 Analyse the potential synergies and scope for collaboration likely to benefit the organisations involved 2.3 Balance the benefits of collaboration against the cost requirements and any potentially adverse aspects 2.4 Justify decisions and recommendations with evidence	
3 Be able to collaborate with other organisations	3.1 Agree mutually acceptable terms of reference 3.2 Develop a viable stakeholder engagement plan that is consistent with organisational strategy, objectives and values 3.3 Develop arrangements to manage relationships that will realise the benefits of collaboration 3.4 Collaborate within agreed terms of reference in a way that enhances the reputation of the organisation and fosters productive working relationships 3.5 Evaluate the effectiveness of on-going collaborative relationships	

Assessment

This unit is internally assessed by centre staff and externally verified by OCR Assessors.

Guidance on assessment

Skills CFA Assessment Strategy Competence units (S/NVQ)

National Occupational Standards (NOS) mapping/signposting

The mapping in the table below provides an indication of where evidence might be available for assessment against some of the knowledge and understanding contained in the national occupational standards (NOS). It does not claim to guarantee that evidence will meet the NOS.

NOS can be viewed on the relevant Sector Skills Council's website or the Occupational standards directory at www.ukstandards.co.uk.

Occupational standards	Unit number	Title
Management & Leadership (2012) National Occupational Standards:	CFAM&LDD4	<ul style="list-style-type: none"> • Develop and sustain collaborative relationships with other organisations

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 .