

Influence people



BSBLDR513 Communicate with influence

Part of BSB51918 Diploma of Leadership and Management

Tuition fee for this unit: \$490

Tuition fee for this unit if enrolling in two/three units at same time: \$440

The ability to influence the perspective of others is an especially valuable skill if you are in a work role where you manage or supervise people. It is also an essential skill of good leadership. This unit skills you in how to present with confidence, to participate effectively and negotiate persuasively.

Coverage

Clear communication

- Identify and understand audience
- Identify information needs of audience
- Use audience appropriate language
- Listen actively and respectfully
- Seek a balanced exchange of views

Persuasive negotiation

- Map stakeholder landscape
- Prepare position and supporting arguments
- Acknowledge differences of opinion
- Establish areas of common ground
- Seek mutually beneficial solutions
- Keep negotiations focused on key issues

Effective participation

- Schedule meetings in response to need
- Prepare and disseminate materials
- Develop and circulate an agenda
- Seek consensus and compromise
- Summarise outcomes for action

Effective presentations

- Identify forums to present business position
- Prepare appropriate presentation for audience
- Adapt language to suit audience
- Adapt media and explanations to suit audience
- Respond to questions openly and honestly

Assessment

Practical activities; Work project; Work reports

Learner must be working in an organisational environment to be able to complete assessment tasks.

Accreditation

Participants who successfully complete the 12 units in the qualification receive BSB51918 Diploma of Leadership and Management, which is a nationally recognised qualification.

Entry requirements

Learners must be in a role where they have some responsibility for work outcomes and supervising people. They may be coordinators, team leaders, supervisors or managers. Their work may be paid or voluntary.

Career pathways

This qualification can lead to studies in Business at Degree level and may assist a learner with their management career path.

Learning

The learning program is a combination of one-on-one coaching and practical workplace activities. Learners receive learning materials relevant to the units. The online environment may be used for extra coaching, communication and the submission of assessment.

Assessment

Assessment methods are dependent on the nature of the unit of competency. There may be questions, interviews, structured activities, demonstrations, presentations, work reports and/or third party reports.

Credit transfer and RPL

Units that are also contained in other qualifications will be recognised for credit transfer purposes in order to complete a full qualification. Learners may apply for recognition of prior learning.

Duration

The full qualification can be completed in eight months and learners may take up to eighteen months to complete it. Enrolment is by unit and learners typically take 4 to 8 weeks to complete a unit.

Learner Handbook

Full policies and procedures that apply to our programs are contained in the Learner Handbook. Please see our website for the most current copy.

Fees

Tuition fees are quoted and charged per unit. The tuition fee must be paid prior to commencement of the unit. There are no other charges.

Per unit enrolment

The tuition fee for a single unit is \$490. The cost of the full qualification is \$5,880, if completed by single unit enrolment.

Multiple unit enrolment

If a learner enrolls in two or more units at the same time, the charge per unit is \$440. The maximum number of units a learner can enrol in at the same time is three. In this instance they would be charged \$1,320 (3 units @ \$440). At no time during study will the amount paid in advance be more than \$1,500.

Cancellation and refunds

Each unit is a separate course. There is no refund of tuition fees once a learner receives course learning materials as the course is deemed to have commenced. This includes materials that have been accessed or downloaded electronically.



How it works

- Enrol in up to three units
- Pay the tuition fee upon invoice
- Receive learning materials
- Schedule 'live time' with coach
- Complete learning activities
- Extra coach contact as needed
- Submit completed assessment
- Re-visit assessment if required
- Enrol in additional units

