

**Unit Title:** **Leading Change**  
**Unit Level:** **One**  
**Unit Credit Value:** **3**  
**GLH:** **27**  
**NOCN Unit Code:** **AG1/1/ER/001**  
**Unique Reference Number:**

This unit has 4 learning outcomes.

<b>LEARNING OUTCOMES</b>	<b>ASSESSMENT CRITERIA</b>
<b>The learner will:</b>	<b>The learner can:</b>
1. Understand effective group working practice.	1.1. Identify ground rules and main aims to work as a group to challenge issues. 1.2. Identify plans and timelines needed to lobby for change.
2. Understand the power of planning.	2.1. Identify factors that can help and factors that can hinder meeting the objectives. 2.2. Outline objectives to support the proposed change.
3. Understand the organisation required for meeting the change objectives.	3.1. Identify the policy makers and people they need to influence. 3.2. Outline how to plan a presentation to meet the objectives. 3.3. Deliver a presentation to communicate the objectives.
4. Understand the importance of evaluation.	4.1. Identify the impact of the campaign. 4.2. Outline own contributions. 4.3. Identify the positive and negative aspects of the planning and delivery. 4.4. Identify possible future steps to further their objectives.

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### ASSESSMENT INFORMATION

**Guidance:**

This grid gives details of the assessment activities to be used with the unit attached. Please refer to the NOCN Assessment Definitions document for definitions of each activity and the expectations for assessment practice and evidence for verification.

**The assessment activities for this unit are indicated in the table below:**

**Key: P = Prescribed** – this assessment method *must* be used to assess the unit.

**O = Optional** – this assessment method *could* be used to assess the unit.

Case study		Project	P
Written question & answer/test/exam		Role play/simulation	
Essay		Practical demonstration	
Report	O	Group discussion	O
Oral question and answer	O	Performance/exhibition	O
Written description		Production of artefact	
Reflective log / diary	O	Practice file	

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**Unique Reference Number:**

<b>Owner:</b>	OCN Eastern Region
<b>Unit Grading Structure</b>	PASS
<b>Sector Subject Areas (SSA)</b> <i>More than one SSA can be listed</i>	15.3 Business Management
<b>Unit Review Date (dd/mm/yyyy)</b>  <i>This will be five years from implementation of the unit unless specified by the Sector Skills Council.</i>	06/03/2011
<b>Availability for Use</b>	Restricted – OCN Eastern Region
<b>Restricted organisations</b>	<i>Please specify all that apply if applicable.</i>
<b>Assessment Guidance – mandatory</b> <i>Field cannot be left blank.</i>	N/A
<b>Equivalences</b>	N/A

**Unit Title:** Leading Change  
**Unit Level:** Two  
**Unit Credit Value:** 3  
**GLH:** 24  
**NOCN Unit Code:** AG1/2/ER/002  
**Unique Reference Number:**

This unit has 4 learning outcomes.

<b>LEARNING OUTCOMES</b>	<b>ASSESSMENT CRITERIA</b>
<b>The learner will:</b>	<b>The learner can:</b>
1. Understand effective group working practice.	1.1. Describe ground rules and main aims to work as a group to challenge issues. 1.2. Describe plans and timelines needed to lobby for change on chosen issues.
2. Understand the power of planning.	2.1. Describe factors that can help and factors that can hinder meeting the objectives. 2.2. Define objectives to support the proposed change.
3. Understand the organisation and resources required to influence decision makers.	3.1. Select the policy makers and people they need to influence. 3.2. Define the plan to meet the objectives. 3.3. Plan each stage of the campaign presentation, selecting resources and activities, to include: (a) key personnel (b) technical resources (c) venue and timings (d) methods of gaining commitments to support the objectives.
4. Understand the importance of evaluation.	4.1. Describe the impact of the campaign. 4.2. Evaluate own contributions to the effectiveness of the leading change. 4.3. Describe the positive and negative outcomes of the campaign planning and delivery. 4.4. Illustrate possible future steps to further the objectives.

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**Unit Level:** Two  
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Written description		Production of artefact	
Reflective log / diary	O	Practice file	

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**GLH:** **24**  
**NOCN Unit Code:** **AG1/2/ER/002**  
**Unique Reference Number:**

<b>Owner:</b>	OCN Eastern Region
<b>Unit Grading Structure</b>	PASS
<b>Sector Subject Areas (SSA)</b> <i>More than one SSA can be listed</i>	15.3 Business Management
<b>Unit Review Date (dd/mm/yyyy)</b>  <i>This will be five years from implementation of the unit unless specified by the Sector Skills Council.</i>	06/03/2016
<b>Availability for Use</b>	Restricted – OCN Eastern Region
<b>Restricted organisations</b>	<i>Please specify all that apply if applicable.</i>
<b>Assessment Guidance – mandatory</b> <i>Field cannot be left blank.</i>	N/A
<b>Equivalences</b>	N/A

**Unit Title:** Leading Change  
**Unit Level:** Three  
**Unit Credit Value:** 3  
**GLH:** 21  
**NOCN Unit Code:** AG1/3/ER/002  
**Unique Reference Number:**

This unit has 4 learning outcomes.

LEARNING OUTCOMES	ASSESSMENT CRITERIA
<b>The learner will:</b>	<b>The learner can:</b>
1. Understand effective group working practice.	1.1. Describe ground rules and main aims to work as a group to challenge issues and analyse their relevance to the campaign. 1.2. Analyse plans and timelines needed to lobby for change.
2. Understand the power of planning.	2.1. Analyse factors that can help and factors that can hinder meeting their objectives. 2.2. Describe and evaluate objectives to support the chosen aims.
3. Understand the organisation and resources required to influence statutory bodies and policy makers.	3.1. Analyse the importance of the policy makers and people they need to influence. 3.2. Analyse and revise the planning and management to meet the objectives. 3.3. Plan each stage of the campaign presentation, describing and justifying resources and activities, to include: (a) key personnel (b) technical resources (c) venue and timings (d) methods of gaining commitment to the campaign.
4. Understand the importance of evaluation.	4.1. Analyse the impact of the campaign. 4.2. Evaluate own contributions to leading change. 4.3. Analyse the positive and negative aspects of the campaign planning, delivery and outcomes. 4.4. Critically assess possible future steps to further their objectives.

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**GLH:** 21  
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**Unit Credit Value:** **3**  
**GLH:** **21**  
**NOCN Unit Code:** **AG1/3/ER/002**  
**Unique Reference Number:**

<b>Owner:</b>	OCN Eastern Region
<b>Unit Grading Structure</b>	PASS
<b>Sector Subject Areas (SSA)</b> <i>More than one SSA can be listed</i>	15.3 Business Management
<b>Unit Review Date (dd/mm/yyyy)</b>  <i>This will be five years from implementation of the unit unless specified by the Sector Skills Council.</i>	06/03/2016
<b>Availability for Use</b>	Restricted – OCN Eastern Region
<b>Restricted organisations</b>	<i>Please specify all that apply if applicable.</i>
<b>Assessment Guidance – mandatory</b> <i>Field cannot be left blank.</i>	N/A
<b>Equivalences</b>	N/A