

Unit Title: Influencing Others at Work	
Level:	Three
Credit Value:	6
GLH:	1
OCNLR Unit Code:	PA1/3/LQ/052
Ofqual Unit Reference Number:	Y/508/3986

This unit has 1 learning outcomes

LEARNING OUTCOMES	ASSESSMENT CRITERIA
The learner will:	The learner can:
1. Understand the value of networking.	1.1. Explain the value to the first line manager of networking. 1.2. Identify an appropriate network for a first line manager and describe methods to establish and maintain effective professional relationships with the identified network.

Assessment

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

P = Prescribed This assessment method *must* be used to assess all or part of the unit.

O = Optional This assessment method *could* be used to assess all or part of the unit.

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