

CPCBC4029B APPLY CONSTRUCTION INFORMATION TO THE SALES PROCESS

PRACTICAL ASSESSMENT INSTRUCTIONS

- The following practical assessment will require the participant to complete work related activities.
- Observations will be conducted of the participant's work to determine whether they display sufficient practical skills and knowledge.
- Please fill in the details below, providing your name, signature and date of assessment.
 - Your signature acknowledges that the assessor provided clear instructions and the participant understood what was required to complete this assessment.
- The assessor may substitute a Practical Task with another task of equal value.
 - Alternate tasks must be fully documented by the assessor.

Participant name

ANNAMARIE DORIN

Participant signature



Assessor name

Assessor signature

Date

Number of tasks	Number of tasks completed	Satisfactory?	
		Yes	No
1 (2X)			

Assessor comments:

CPCCBC4029B

APPLY CONSTRUCTION INFORMATION TO THE SALES PROCESS

Practical Task 1 (2X)		
Description of task: On two (2) occasions, a suitable observer is to verify the participant's ability to apply construction information during the sales process in order to develop the customer's knowledge of construction processes and the effects on the contract and building timelines. These tasks may be simulated or real.		
The assessor is to verify the observer's comments and provide the outcome for the practical task on the front cover of the Practical Assessment.		
Resources required: Two (2) sales contracts.		
Assessment of task		
Name of participant:	ANNA MARIE DORN	
Name of observer:	ANDE BEGIC	
Role of observer (Confirm suitability to sign)	ENGINEER	
Email address of observer		
Signature of observer:		
Date:	19/11/19	
When completing the task, did the participant:	Tick if satisfactorily completed. Provide comments if left unticked.	
	1 st Occasion	2 nd Occasion
1.A. Identify and explain to the customer the approvals required before starting construction, including: - Statutory approvals - Sustainability requirements - Insurance covers	✓	✓
1.B. Identify and explain to the customer the stages and timeframes of construction, including: - Main trade components - Construction process sequence (including approximate duration)	✓	✓
1.C. Identify and explain to the customer potential industry conditions that can affect construction times.	✓	✓
1.D. Identify and explain to the customer site establishment requirements before starting construction.	✓	✓
1.E. Establish site access arrangements with the client.	✓	✓
1.F. Effectively communicate using the following methods: - Verbally using language/concepts appropriate to cultural differences - Non-verbal communication - Active listening and responding to client questions	✓	✓
The participant's performance was: ☒ Satisfactory ☐ Not Satisfactory		

This image shows a single sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There is no handwriting or other markings on the paper.