Qualification Specification for:

OCN NI Level 3 Certificate in Agricultural Business Development
➢ **Qualification No: 601/8984/8**

OCN NI Level 3 Diploma in Agricultural Business Development
➢ **Qualification No: 601/8985/X**

Qualification Regulation Information

OCN NI Level 3 Certificate in Agricultural Business Development
Qualification Number: 601/8984/8

OCN NI Level 3 Diploma in Agricultural Business Development
Qualification Number: 601/8985/X

Operational start date: 01 July 2016
Operational end date: 31 March 2026
Certification end date: 31 March 2029

Qualification operational start and end dates indicate the lifecycle of a regulated qualification. The operational end date is the last date by which learners can be registered on a qualification and the certification end date is the last date by which learners can claim their certificate.

All OCN NI regulated qualifications are published to the Register of Regulated Qualifications (**http://register.ofqual.gov.uk/**). This site shows the qualifications and awarding organisations regulated by CCEA Regulation and Ofqual.

OCN NI Contact Details

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Foreword

This document explains OCN NI's requirements for the delivery and assessment of the following regulated qualifications:

→ **OCN NI Level 3 Certificate in Agricultural Business Development**
→ **OCN NI Level 3 Diploma in Agricultural Business Development**

This specification sets out:

- Qualification features
- Centre requirements for delivering and assessing the qualification
- The structure and content of the qualification
- Unit details
- Assessment requirements for the qualification
- OCN NI's quality assurance arrangements for the qualification
- Administration

OCN NI will notify centres in writing of any major changes to this specification. We will also publish changes on our website at **www.ocnni.org.uk**

This specification is provided online, so the version available on our website is the most up to date publication. It is important to note that copies of the specification that have been downloaded and printed may be different from this authoritative online version.

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About Regulation

OCN NI

Open College Network Northern Ireland (OCN NI) is a regulated Awarding Organisation based in Northern Ireland. OCN NI is regulated by CCEA Regulation to develop and award professional and technical (vocational) qualifications from Entry Level up to and including Level 5 across all sector areas. In addition, OCN NI is regulated by Ofqual to award similar qualification types in England.

The Regulated Qualifications Framework: an overview

The Regulated Qualifications Framework (RQF) was introduced on 1st October 2015: the RQF provides a single framework for all regulated qualifications.

Qualification Level

The level indicates the difficulty and complexity of the knowledge and skills associated with any qualification. There are eight levels (Levels 1-8) supported by three 'entry' levels (Entry 1-3).

Qualification Size

Size refers to the estimated total amount of time it could typically take to study and be assessed for a qualification. Size is expressed in terms of Total Qualification Time (TQT), and the part of that time typically spent being taught or supervised, rather than studying alone, is known as Guided Learning Hours (GLH).

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Qualification Summary

The OCN NI Level 3 Agricultural Business Development qualifications have been designed for learners interested in developing skills and knowledge in the areas of plant/animal production and health, farm health and safety, farm business management and Information Technology. The qualifications will promote training within the agricultural industry and provide skills and knowledge for farmers to perform successfully in working life and keep up to date with the technical knowledge needed to sustain and develop their farm businesses into the future.

Sector Subject Area
3.1   Agriculture

Qualification Target Group
The qualifications are targeted at learners who currently are or intend to be employed in a range of agriculture related occupations and wish to gain a nationally recognised qualification in agricultural business development at Level 3.

Progression Opportunities
The OCN NI Level 3 Certificate in Agricultural Business Development qualification will enable progression to the to the Level 3 Extended Certificate and Diploma in Agricultural Business Development. The qualification suite will enable progression to other agriculture and business-related qualifications.

Entry Requirements
There are no formal restrictions on entry, however a basic level of literacy and numeracy would be required to successfully undertake the qualifications. Learners should also be at least 16 years old.

Grading
Grading for these qualifications is pass/fail.

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Ensuring Health and Safety of Learners

Within the suite of qualifications in agricultural business operations, the health, safety and security of learners are paramount, particularly for pre-16 learners. Every effort must be made by the centre and those involved in the delivery to ensure that learners operate in a safe and secure environment where risk of injury is minimum. Particular attention should be given to:

- ensuring learners are briefed about health, safety and security procedures including how to identify hazards and report accidents/injuries/dangerous occurrences
- ensuring learners understand the key legislative and best practice aspects of the agricultural industry
- ensuring necessary risk assessments are carried out
- ensuring appropriate levels of supervision are agreed and implemented prior to delivery
- ensuring learners are aware of the hazards of working with animals, farm equipment and slurry
- adhering to child protection regulations
- clear accident reporting procedures being in place
- machinery, tools and/or equipment to ensure they are in safe working order and learners are given proper instruction, training, protective clothing and supervision
- appropriate insurance arrangements being in place

Qualification Support

A Qualification Support pack is available for OCN NI centres within the login area of the OCN NI website (https://www.ocnni.org.uk/my-account/), which includes additional support for teachers, eg planning and assessment templates, guides to best practice, etc.

Delivery Languages

These qualifications are available in English only at this time. If you wish to offer these qualifications in Welsh or Irish (Gaeilge) then please contact OCN NI who will review demand and provide as appropriate.

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Centre Requirements for Delivering the Qualification

Centre Recognition and Qualification Approval

New and existing OCN NI recognised centres must apply for and be granted approval to deliver these qualifications prior to the commencement of delivery.

Centre Staffing

Centres are required to have the following roles in place as a minimum, although a member of staff may hold more than one role*:

- Centre contact
- Programme co-ordinator
- Assessor
- Internal Verifier

*Note: A person cannot be an internal verifier for any evidence they have assessed.

Centres must ensure that staff delivering, assessing and internally verifying qualifications are both qualified to teach in Northern Ireland and competent to do so.

Tutors

Tutors delivering the qualification should be occupationally competent at a higher level than the qualification and have appropriate experience in the area of agricultural business.

Assessors

The qualifications are assessed within the centre and are subject to OCN NI's quality assurance processes. Units are achieved through internally set, internally assessed, and internally verified evidence.

Assessors must:

- be occupationally competent in the subject area and qualified to at least one level higher than the qualification
- have a minimum of one year's relevant experience
- have direct or related relevant experience in assessment
- assess all assessment tasks and activities

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Internal Verification

OCN NI qualifications must be scrutinised through the centre's internal quality assurance processes as part of the recognised centre agreement with OCN NI. The centre must appoint an experienced and trained internal verifier whose responsibility is to act as the internal quality monitor for the verification of the delivery and assessment of the qualifications.

The centre must agree a working model for internal verification with OCN NI prior to delivery of the qualification.

Internal Verifiers must:
- have at least one year's occupational experience in the areas they are internally verifying
- attend OCN NI's internal verifier training if not already completed

Internal verifiers are required to:
- support tutors and assessors
- sample assessments according to the centre's sampling strategy
- ensure tasks are appropriate to the level being assessed
- maintain up-to-date records supporting the verification of assessment and learner achievement

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Structure and Unit Content

Level 3 Certificate in Agricultural Business Development

In order to achieve this qualification, the learner must achieve a total of 15 credits - both mandatory units (9 credits) plus any 6 credits from the optional units.

Total Qualification Time (TQT) for this qualification: 150 hours
Guided Learning Hours (GLH) for this qualification: 105 hours

Unit Reference Number	OCN NI Unit Code	Unit Title	TQT	Credit Value	Level
Mandatory units					
K/508/0641	CBD440	Farm Business Management	60	6	Three
H/508/0640	CBD441	Health and Safety on the Farm	30	3	Three

Level 3 Diploma in Agricultural Business Development

In order to achieve the Level 3 Diploma, the learner must achieve a total of 39 credits - both mandatory units (9 credits), plus 30 credits from any of the optional units.

Total Qualification Time (TQT) for this qualification: 390 hours
Guided Learning Hours (GLH) for this qualification: 273 hours

Unit Reference Number	OCN NI Unit Code	Unit Title	TQT	Credit Value	Level
Optional units					
M/508/6151	CBD442	Energy Efficiency on Farms	30	3	Three
A/508/6153	CBD443	Personal Development and Communication Skills	30	3	Three
J/508/6155	CBD444	Plant Health - Integrated Pest Management	60	6	Three
D/508/6159	CBD445	Animal Health and Welfare	60	6	Three

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H/508/6163	CBD447	Farmyard Planning	40	4	Three
K/508/6374	CBD448	Human Resource Management in Farm Businesses	30	3	Three
F/508/6168	CBD449	Using Information Technology to Improve Farm Business Performance	30	3	Three
J/508/6169	CBD450	Technical Efficiency – Crops and Horticulture	60	6	Three
A/508/6170	CBD451	Technical Efficiency – Livestock Production	60	6	Three
F/508/6171	CBD452	Land Management	30	3	Three

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Title	Farm Business Management
Level	Three
Credit Value	6
Guided Learning Hours (GLH)	42
OCN NI Unit Code	CBD440
Unit Reference No	K/508/0641

Unit purpose and aim(s): This unit will enable learners to understand how to use business management tools to analyse their farm business, compare key performance indicators against other farm businesses and make improvements to farm performance.

Learning Outcomes	Assessment Criteria
1. Be able to evaluate the resource position of a farm and identify future needs.	1.1. Conduct a Farm Business Resource Audit. 1.2. Interpret the findings of a Farm Business Resource Audit and develop appropriate business objectives.
2. Be able to identify and analyse performance in order to develop a farm business improvement plan.	2.1. Determine the key financial and non-financial business performance indicators of a farm business. 2.2. Critically compare a given enterprise performance against industry benchmarks identifying enterprise strengths and weaknesses. 2.3. Use business performance findings to develop a farm business improvement plan.
3. Be aware of the range of support available to farm businesses.	3.1. Summarise a range of support available to farm businesses including: a) how support may be accessed b) issues to be considered when accessing support

Assessment Guidance

The following assessment method/s may be used to ensure all learning outcomes and assessment criteria are fully covered.

Assessment Method	Definition	Possible Content
Portfolio of evidence	A collection of documents containing work undertaken to be assessed as evidence to meet required skills outcomes OR A collection of documents containing work that shows the learner's progression through the course	Learner notes/written work Learner log/diary Peer notes Record of observation Record of discussion
Practical demonstration/assignment	A practical demonstration of a skill/situation selected by the tutor or by learners, to enable learners to practise and apply skills and knowledge	Record of observation Learner notes/written work Learner log
Coursework	Research or projects that count towards a learner's final outcome and demonstrate the skills and/or knowledge gained throughout the course	Record of observation Learner notes/written work Tutor notes/record Learner log/diary
E-assessment	The use of information technology to assess learners' work	Electronic portfolio E-tests

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Title	Health and Safety on the Farm
Level	Three
Credit Value	3
Guided Learning Hours (GLH)	21
OCN NI Unit Code	CBD441
Unit Reference No	H/508/0640

Unit purpose and aim(s): This unit will enable learners to identify, evaluate and reduce the Health and Safety risks associated with managing a farm business.

Learning Outcomes	Assessment Criteria
1. Be able to conduct a farm health and safety audit.	1.1 Summarise the reasons for and potential impact of a farm health and safety audit. 1.2 Undertake a farm wide health and safety audit to identify relevant risks from the following: a) slurry b) animals c) falls d) equipment e) other relevant risks
2 Be able to evaluate and use information gathered from a farm health and safety audit.	2.1 Evaluate information gathered from a farm health and safety audit. 2.2 Use findings from the farm health and safety audit to develop a health and safety improvement action plan. 2.3 Develop a communication plan to ensure those associated with farm business activities are aware of how to minimise health and safety risks.

Assessment Guidance

The following assessment method/s may be used to ensure all learning outcomes and assessment criteria are fully covered.

Assessment Method	Definition	Possible Content
Portfolio of evidence	A collection of documents containing work undertaken to be assessed as evidence to meet required skills outcomes OR A collection of documents containing work that shows the learner's progression through the course	Learner notes/written work Learner log/diary Peer notes Record of observation Record of discussion
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Title	Energy Efficiency on Farms
Level	Three
Credit Value	3
Guided Learning Hours (GLH)	21
OCN NI Unit Code	CBD442
Unit Reference No	M/508/6151

Unit purpose and aim(s): This unit will enable learners to identify, evaluate and reduce the energy costs associated with managing a farm business.

Learning Outcomes	Assessment Criteria
1. Understand the impact of energy efficiency on a farm business.	1.1. Explain potential benefits of managing energy usage and application of energy efficiency initiatives and technologies on a farm business. 1.2. Summarise a range of energy efficiency initiatives and technologies for a given farm identifying for each: a) ease and / or cost of implementation b) potential benefits including environmental benefits c) potential negative impact, if any
2. Be able to undertake a farm energy audit.	2.1. Conduct a farm energy audit to determine current farm energy use.
3. Be able to evaluate energy usage and determine how energy costs may be reduced.	3.1. Interpret data from a farm energy audit identifying possible ways to reduce energy usage and costs and environmental impact. 3.2. Complete a financial calculation to determine how a given energy saving initiative could reduce farm energy costs. 3.3. Critically compare alternative / renewable energy options for a given farm business.

Assessment Guidance

The following assessment method/s may be used to ensure all learning outcomes and assessment criteria are fully covered.

Assessment Method	Definition	Possible Content
Portfolio of evidence	A collection of documents containing work undertaken to be assessed as evidence to meet required skills outcomes OR A collection of documents containing work that shows the learner's progression through the course	Learner notes/written work Learner log/diary Peer notes Record of observation Record of discussion
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Coursework	Research or projects that count towards a learner's final outcome and demonstrate the skills and/or knowledge gained throughout the course	Record of observation Learner notes/written work Tutor notes/record Learner log/diary
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Title	Personal Development and Communication Skills
Level	Three
Credit Value	3
Guided Learning Hours (GLH)	21
OCN NI Unit Code	CBD443
Unit Reference No	A/508/6153

Unit purpose and aim(s): This unit will enable the learner to understand how to communicate effectively in both personal and professional situations. It will also enable the learner to understand how to determine their own personal development needs.

Learning Outcomes	Assessment Criteria
1. Understand the impact of different communication approaches on effective communications.	1.1. Critically compare own and others' communication approaches. 1.2. Evaluate the impact of varying communication approaches upon the effectiveness of the communication process.
2. Be able to communicate effectively.	2.1. Evaluate, select and use appropriate communication methods for a range of contexts. 2.2. Communicate in a confident, assertive and appropriate manner.
3. Be able to create a personal development plan.	3.1. Illustrate the elements of personal development plan. 3.2. Create a personal development plan.

Assessment Guidance

The following assessment method/s may be used to ensure all learning outcomes and assessment criteria are fully covered.

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Portfolio of evidence	A collection of documents containing work undertaken to be assessed as evidence to meet required skills outcomes OR A collection of documents containing work that shows the learner's progression through the course	Learner notes/written work Learner log/diary Peer notes Record of observation Record of discussion
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Title	Plant Health - Integrated Pest Management
Level	Three
Credit Value	6
Guided Learning Hours (GLH)	42
OCN NI Unit Code	CBD444
Unit Reference No	J/508/6155

Unit purpose and aim(s): This unit will enable learners to identify key plant health requirements, and apply best practice management principles to maintain healthy crops.

Learning Outcomes	Assessment Criteria
1. Understand the impact of factors that affect the health and performance of crops.	1.1 Explain the effect of a range of factors affecting the health and performance of a specific crop including: a) crop diseases b) pests c) deficiency disorders d) weed pressure
2. Be able to assess the impact of relevant statutory legislation and regulation to plant health interventions for a farm business.	2.1 Summarise the purpose and extent of relevant statutory legislation and regulation relating to plant health interventions and their impact. 2.2 Complete a treatment application record for a specific crop.
3. Understand the environmental importance of and be able to develop an Integrated Pest Management Plan (IPMP).	3.1 Summarise how an IPMP may improve the environmental aspects of farm operations. 3.2 Develop an IPMP to manage a range of factors affecting plant health and crop performance. 3.3 Create a treatment record to prevent or manage a plant health issue for a given crop.

Assessment Guidance

The following assessment method/s may be used to ensure all learning outcomes and assessment criteria are fully covered.

Assessment Method	Definition	Possible Content
Portfolio of evidence	A collection of documents containing work undertaken to be assessed as evidence to meet required skills outcomes OR A collection of documents containing work that shows the learner's progression through the course	Learner notes/written work Learner log/diary Peer notes Record of observation Record of discussion
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Title	Animal Health and Welfare
Level	Three
Credit Value	6
Guided Learning Hours (GLH)	42
OCN NI Unit Code	CBD445
Unit Reference No	D/508/6159

Unit purpose and aim(s): This unit will enable learners to understand the principles of animal health and welfare issues as they relate to an enterprise, (dairy, beef, sheep, pigs or poultry) identifying how adjustments can be used to improve enterprise performance.

Learning Outcomes	Assessment Criteria
1 Know the prevention and treatment of predominant diseases and disorders in livestock.	1.1 Summarise the predominant diseases and disorders in livestock including their: a) prevention b) treatment c) health and welfare impact. d) legislation and environmental impact
2 Be able to develop a plan to promote and maintain the health and wellbeing of animals.	2.1 Summarise methods of preventative care and how to maintain animal health and welfare. 2.2 Evaluate the impact of current on-farm bio-security measures identifying areas for possible improvement. 2.3 Evaluate health and wellbeing of animals on a given farm identifying areas for possible improvement. 2.4 Use findings to develop a plan to promote and maintain animal health and welfare for a production cycle/year.
3 Know how to use and administer veterinary medicines.	3.1 Summarise and demonstrate how to correctly use and administer a range of given veterinary medicines. 3.2 Complete appropriate veterinary medicine records for a given farm.

Assessment Guidance

The following assessment method/s may be used to ensure all learning outcomes and assessment criteria are fully covered.

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Portfolio of evidence	A collection of documents containing work undertaken to be assessed as evidence to meet required skills outcomes OR A collection of documents containing work that shows the learner's progression through the course	Learner notes/written work Learner log/diary Peer notes Record of observation Record of discussion
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Title	Farmyard Planning
Level	Three
Credit Value	4
Guided Learning Hours (GLH)	28
OCN NI Unit Code	CBD447
Unit Reference No	H/508/6163

Unit purpose and aim(s): This unit will enable learners to understand how farmyard planning can be used to improve performance, identifying key issues to consider when evaluating enterprise changes and developments.

Learning Outcomes	Assessment Criteria

1. Understand the importance of farm building design in improving enterprise performance.	1.1. Develop a farmyard plan for a farm business.
	1.2. Evaluate potential farmyard efficiency improvements that may be gained through the use of labour saving solutions.
	1.3. Critically evaluate the farm building needs of an enterprise including at least three of the following:
	   a) storage facilities
	   b) design and adaptability
	   c) disease and pest control
	   d) farmyard efficiency
	   e) environmental requirements
	1.4. Conduct a crime reduction risk assessment for a farm.

2. Understand how legislation can impact on farmyard planning, eg Environmental, Welfare and Planning.	2.1. Illustrate how animal welfare and plant health codes impact on farm building decisions. 2.2. Evaluate the need for planning permission for a given agricultural building or structure.

Assessment Guidance

The following assessment method/s may be used to ensure all learning outcomes and assessment criteria are fully covered.

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Portfolio of evidence	A collection of documents containing work undertaken to be assessed as evidence to meet required skills outcomes OR A collection of documents containing work that shows the learner's progression through the course	Learner notes/written work Learner log/diary Peer notes Record of observation Record of discussion
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Title	Human Resource Management in Farm Businesses
Level	Three
Credit Value	3
Guided Learning Hours (GLH)	21
OCN NI Unit Code	CBD448
Unit Reference No	K/508/6374

Unit purpose and aim(s): This unit will enable the learner to understand human resource management within a farm business environment.

Learning Outcomes	Assessment Criteria
1. Understand the legal obligations of an employer to his/her employees.	1.1. Summarise the legal obligations of an employer to his/her employees.
2. Be able to develop a Human Resources Management plan.	2.1. Develop a Farm Business Human Resources Management (HRM) plan which includes the following: a) recruitment and selection b) terms and conditions of employment c) managing performance d) learning and development 2.2. Analyse the HRM plan in order to identify and prioritise possible HR actions, justifying their priority.
3. Understand best practice in relation to the effective management of employees.	3.1. Critically compare a range of approaches to management issues including: a) leadership b) motivating employees c) teamwork d) effective problem solving and decision making 3.2. Evaluate, select and justify appropriate management procedures, processes and approaches to best increase the efficiency and effectiveness of a farm business.

Assessment Guidance

The following assessment method/s may be used to ensure all learning outcomes and assessment criteria are fully covered.

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Coursework	Research or projects that count towards a learner's final outcome and demonstrate the skills and/or knowledge gained throughout the course	Record of observation Learner notes/written work Tutor notes/record Learner log/diary
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Title	Using Information Technology to Improve Farm Business Performance
Level	Three
Credit Value	3
Guided Learning Hours (GLH)	21
OCN NI Unit Code	CBD449
Unit Reference No	F/508/6168

Unit purpose and aim(s): This unit will enable the learner to develop their information technology (IT) skills in order to assist with farm business operations and development.

Learning Outcomes	Assessment Criteria
1. Be able to use IT to inform business decisions within a farm business.	1.1. Determine the appropriateness of a range of online tools and calculators to inform business decisions for a given farm. 1.2. Select and use online tools and calculators to inform business decision making. 1.3. Evaluate how the use of online tools may enhance business decision making within a farm business.
2. Understand the potential impact of application of IT on the future operation of farm businesses.	2.1. Evaluate a range of existing operations and activities that may benefit from use of IT. 2.2. Evaluate how IT may impact on future farm business operations and activities.

Assessment Guidance

The following assessment method/s may be used to ensure all learning outcomes and assessment criteria are fully covered.

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Coursework	Research or projects that count towards a learner's final outcome and demonstrate the skills and/or knowledge gained throughout the course	Record of observation Learner notes/written work Tutor notes/record Learner log/diary
E-assessment	The use of information technology to assess learners' work	Electronic portfolio E-tests

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Title	Technical Efficiency – Crops and Horticulture
Level	Three
Credit Value	6
Guided Learning Hours (GLH)	42
OCN NI Unit Code	CBD450
Unit Reference No	J/508/6169

Unit purpose and aim(s): This unit will enable the learner to understand the principles of crop and horticultural production systems and how they can be used to improve business performance.

Learning Outcomes	Assessment Criteria
1. Be able to analyse enterprise performance.	1.1. Analyse Key Performance Indicators (KPIs) for an enterprise identifying reasons for any variances.
2. Be able to evaluate crop varieties and the impact of their use on the farm business.	2.1. Evaluate potential crop varieties for a particular situation and justify selection.
3. Be able to create a cropping plan.	3.1. Identify criteria which will inform the development of a cropping plan. 3.2. Critically compare crop establishment techniques. 3.3. Use information to develop a cropping plan for a farm business identifying potential impact.
4. Understand harvesting and storage requirements for crop production.	4.1. Summarise a range of issues to be considered regarding the harvesting of crops. 4.2. Summarise the storage requirements for a given crop.

Assessment Guidance

The following assessment method/s may be used to ensure all learning outcomes and assessment criteria are fully covered.

Assessment Method	Definition	Possible Content
Portfolio of evidence	A collection of documents containing work undertaken to be assessed as evidence to meet required skills outcomes OR A collection of documents containing work that shows the learner's progression through the course	Learner notes/written work Learner log/diary Peer notes Record of observation Record of discussion
Practical demonstration/assignment	A practical demonstration of a skill/situation selected by the tutor or by learners, to enable learners to practise and apply skills and knowledge	Record of observation Learner notes/written work Learner log
Coursework	Research or projects that count towards a learner's final outcome and demonstrate the skills and/or knowledge gained throughout the course	Record of observation Learner notes/written work Tutor notes/record Learner log/diary
E-assessment	The use of information technology to assess learners' work	Electronic portfolio E-tests

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Title	Technical Efficiency – Livestock Production
Level	Three
Credit Value	6
Guided Learning Hours (GLH)	42
OCN NI Unit Code	CBD451
Unit Reference No	A/508/6170

Unit purpose and aim(s): This unit will enable the learner to understand the principles of livestock production, appropriate feeding practices and how to evaluate enterprise performance.

Learning Outcomes	Assessment Criteria
1. Be able to analyse enterprise performance.	1.1. Analyse Key Performance Indicators (KPIs) for an enterprise identifying reasons for any variances.
2. Be able to evaluate breeding policies and their impact on a farm business.	2.1. Critically compare a range of breeding policies and select an appropriate breeding policy justifying reason for selection. 2.2. Evaluate the potential impact of implementing the selected breeding policy.
3. Be able to evaluate feeding options and develop an effective feeding plan.	3.1. Critically compare the efficiencies of a range of feeding options. 3.2. Develop an appropriate feeding plan for a given group or batch of stock.
4. Be able to evaluate the use of technology to improve performance.	4.1. Critically compare a range of potential technologies which could be adopted by a farm business to improve performance.

Assessment Guidance

The following assessment method/s may be used to ensure all learning outcomes and assessment criteria are fully covered.

Assessment Method	Definition	Possible Content
Portfolio of evidence	A collection of documents containing work undertaken to be assessed as evidence to meet required skills outcomes OR A collection of documents containing work that shows the learner's progression through the course	Learner notes/written work Learner log/diary Peer notes Record of observation Record of discussion
Practical demonstration/assignment	A practical demonstration of a skill/situation selected by the tutor or by learners, to enable learners to practise and apply skills and knowledge	Record of observation Learner notes/written work Learner log
Coursework	Research or projects that count towards a learner's final outcome and demonstrate the skills and/or knowledge gained throughout the course	Record of observation Learner notes/written work Tutor notes/record Learner log/diary
E-assessment	The use of information technology to assess learners' work	Electronic portfolio E-tests

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Title	Land Management
Level	Three
Credit Value	3
Guided Learning Hours (GLH)	21
OCN NI Unit Code	CBD452
Unit Reference No	F/508/6171

Unit purpose and aim(s): This unit will enable learners to understand the importance of nutrient and soil management, interpret land and nutrient usage data and be able to develop land use and nutrient action plans

Learning Outcomes	Assessment Criteria
1. Be able to review land usage on a farm business.	1.1 Evaluate land use on a farm business. 1.2 Use the land use assessment to develop a land use plan identifying possible areas for improvement.

2. Be able to interpret information detailed in a soil analysis report in order to develop a nutrient management plan.	2.1 Interpret a soil analysis report in order to inform the development of a nutrient management plan.
	2.2 Calculate the following for a given land Parcel using Farm Nutrient Calculators:
	  a) nitrogen requirement
	  b) phosphate requirement
	  c) potassium requirement
	  d) lime requirement
	2.3 Use findings and Crop Nutrient Calculator to develop an appropriate nutrient management plan which will include the following outcomes:
	  a) improve soil fertility
	  b) make better use of manures

3. Be able to understand the importance of nutrient management planning.	3.1 Evaluate the importance and potential impact of nutrient management planning for a given farm business.
	3.2 Use data including Nitrogen loading and /or Phosphate Balance to inform the development of a management strategy for the farm to include:
	  a) manure storage
	  b) stocking rate
	  c) level of inputs

Assessment Guidance

The following assessment method/s may be used to ensure all learning outcomes and assessment criteria are fully covered.

Assessment Method	Definition	Possible Content
Portfolio of evidence	A collection of documents containing work undertaken to be assessed as evidence to meet required skills outcomes OR A collection of documents containing work that shows the learner's progression through the course	Learner notes/written work Learner log/diary Peer notes Record of observation Record of discussion

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Practical demonstration/assignment	A practical demonstration of a skill/situation selected by the tutor or by learners, to enable learners to practise and apply skills and knowledge	Record of observation Learner notes/written work Learner log
Coursework	Research or projects that count towards a learner's final outcome and demonstrate the skills and/or knowledge gained throughout the course	Record of observation Learner notes/written work Tutor notes/record Learner log/diary
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Quality Assurance of Centre Performance

External Verification

All OCN NI recognised centres are subject to External Verification. External verification visits and monitoring activities will be conducted annually to confirm continued compliance with the conditions of recognition, review the centre's risk rating for the qualification and to assure OCN NI of the maintenance of the integrity of the qualification.

The External Verifier will review the delivery and assessment of this qualification. This will include the review of a sample of assessment evidence and evidence of the internal verification of assessment and assessment decisions. This will form the basis of the External Verification report and will inform OCN NI's annual assessment of centre compliance and risk. The External Verifier is appointed by OCN NI.

Standardisation

As a process, standardisation is designed to ensure consistency and promote good practice in understanding and the application of standards. Standardisation events:

- make qualified statements about the level of consistency in assessment across centres delivering a qualification
- make statements on the standard of evidence that is required to meet the assessment criteria for units in a qualification
- make recommendations on assessment practice
- produce advice and guidance for the assessment of units
- identify good practice in assessment and internal verification

Centres offering units of an OCN NI qualification must attend and contribute assessment materials and learner evidence for standardisation events if requested.

OCN NI will notify centres of the nature of sample evidence required for standardisation events (this will include assessment materials, learner evidence and relevant assessor and internal verifier documentation). OCN NI will make standardisation summary reports available and correspond directly with centres regarding event outcomes.

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Administration

Registration

A centre must register learners within 20 working days of commencement of a qualification.

Certification

Certificates will be issued to centres within 20 working days of receipt of correctly completed results marksheets. It is the responsibility of the centre to ensure that certificates received from OCN NI are held securely and distributed to learners promptly and securely.

Charges

OCN NI publishes all up to date qualification fees in its Fees and Invoicing Policy document. Further information can be found on the centre login area of the OCN NI website.

Equality, Fairness and Inclusion

OCN NI has considered the requirements of equalities legislation in developing the specification for these qualifications. For further information and guidance relating to access to fair assessment and the OCN NI Reasonable Adjustments and Special Considerations policies, centres should refer to the OCN NI website.

Retention of Evidence

OCN NI has published guidance for centres on the retention of evidence. Details are provided in the OCN NI Centre Handbook and can be accessed via the OCN NI website.

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OCN NI Level 3 Certificate and Diploma in Agricultural Business Development

OCN NI Level 3 Certificate in Agricultural Business Development
Qualification Number: 601/8984/8

OCN NI Level 3 Diploma in Agricultural Business Development
Qualification Number: 601/8985/X

Operational start date: 01 July 2016
Operational end date: 31 March 2026
Certification end date: 31 March 2029

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