**MARK SHEET – Partnership Working**

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| **Centre Number :** |  | **Centre Name :** |  |
| **Learner Registration No :** |  | **Learner Name:** |  |
| **INSTRUCTIONS FOR ASSESSMENT AND USE OF MARK SHEET** Assessment must be conducted with reference to the assessment criteria (AC). In order to pass the unit, every AC must be met.Assessors will normally award marks for every AC and then total them into a percentage. However, for greater simplicity, there is the option to not use marks at all and merely indicate with a ‘Pass’ or ‘Referral’ in the box (below right). In order to pass the unit every AC must receive a ‘Pass’ **Where marks are awarded according to the degree to which the learner’s evidence in the submission meets each AC, every AC must be met, i.e. receive at least half marks (e.g. min 10/20). Any AC awarded less than the minimum produces an automatic referral for the submission (regardless of the overall mark achieved).** Sufficiency descriptors are provided as guidance. If 20 marks are available for an AC and the evidence in the submission approximates to the ‘pass’ descriptor, that indicates it should attract 10 marks out of 20, if a ‘good pass’ then ca. 15 out of 20. The descriptors are not comprehensive, and cannot be, as there are many ways in which a submission can exceed or fall short of the requirements. | 1. **Learner named above confirms authenticity of submission.**
2. **ILM uses learners’ submissions – on an anonymous basis – for assessment standardisation.  By submitting, I agree that ILM may use this script on condition that all information which may identify me is removed.**

**However, if you are unwilling to allow ILM use your script, please refuse by ticking the box: □** |
| **Learning Outcome / Section 1:** Understand the principles of partnership working |
| **Assessment Criteria (AC)** | **Sufficiency Descriptors***[Typical standard that , if replicated across the whole submission, would produce a referral, borderline pass or good pass result]* | **Assessor feedback on AC** *[comments not necessary in every box]* |
| AC 1.1* Explain the differences between strategic and operational partnerships
 | **Referral [ca.*2/8*]** | **Pass [*4/8*]** | **Good Pass [ca. 6/8]** |  |
| * The differences between strategic and operational partnerships are not explained, or the explanation is incorrect or insufficient, or strategic partnerships and operational partnerships are merely described with no account of the practices associated with each to explain the differences between the two
 | * A limited but sufficient account is provided of the practices of strategic and operational partnerships to correctly explain the differences between the two, although the range of practices is limited but sufficient
 | * A full account is provided of a comprehensive range of practices of strategic and operational partnerships to correctly explain the differences between the two
 |
| / 8(min. of 4) | Pass or Referral |
| AC 1.2* Explain the key principles for establishing effective partnership working at strategic and operational levels
 | **Referral [ca.*3/12*]** | **Pass [*6/12*]** | **Good Pass [ca. 9/12]** |  |
| * The key principles for establishing effective partnership working at strategic and operational levels are not explained, or the explanation is incorrect or insufficient, or the key principles for establishing effective partnership working at strategic ***or*** operational levels are explained, but not both
* The key principles for establishing effective partnership working at strategic and operational levels are merely stated or described with no account provided to explain how the key principles work
 | * A limited but sufficient account is provided of the key principles for establishing effective partnership working at strategic and operational levels that correctly explains how the key principles work, although the evidence base and/or examples provided for the explanation is limited but sufficient
 | * A wide evidence base and detailed examples provide a comprehensive account of the key principles for establishing effective partnership working at strategic and operational levels that correctly explains how the key principles work
 |
| / 12(min. of 6) | Pass or Referral |
| **Section comments** (optional): | **Verification comments** (optional): |
| **Learning Outcome / Section 2:** Understand how to meet the needs and expectations of partners |
| **Assessment Criteria (AC)** | **Sufficiency Descriptors***[Typical standard that , if replicated across the whole submission, would produce a referral, borderline pass or good pass result]* | **Assessor feedback on AC** *[comments not necessary in every box]* |
| AC 2.1* Explain how effective partnerships can be formed between stakeholders with a shared interest
 | **Referral [ca.*2/8*]** | **Pass [*4/8*]** | **Good Pass [ca. 6/8]** |  |
| * How effective partnerships can be formed between stakeholders with a shared interest is not explained, or the explanation is incorrect, inappropriate or insufficient, or how effective partnerships can be formed is merely stated with no account of the practices associated with forming effective partnerships to explain how it would be carried out
 | * A limited but sufficient account of a narrow range of practices associated with forming effective partnerships between stakeholders with a shared interest provides a limited but correct and sufficient explanation of how effective partnerships can be formed, although what is meant and understood by ‘effective partnerships’ is imprecise
 | * A full account of a wide range of practices associated with forming effective partnerships between stakeholders with a shared interest provides a comprehensive explanation of how precisely-defined effective partnerships can be formed
 |
| / 8(min. of 4) | Pass or Referral |
| AC 2.2* Analyse prospective partner interests and expectations for your organisation
 | **Referral [ca 4/16]** | **Pass [*8/16*]** | **Good Pass [ca. 12/16]** |  |
| * Prospective partner interests and expectations for your organisation have not been analysed, or the analysis is incorrect, inappropriate or insufficient, or interests ***or*** expectations have been analysed, but not both
* Prospective partner interests and expectations have been merely stated or described with no analysis to determine the essential features of prospective partner interests and expectations and to draw conclusions
 | * Prospective partner interests and expectations for your organisation have been correctly and appropriately analysed to determine their essential features and to draw limited but sufficient conclusions, although the evidence base for the analysis is limited
 | * Prospective partner interests and expectations for your organisation have been correctly and appropriately analysed using a wide evidence base to determine their essential features and to draw comprehensive conclusions
 |
| / 16(min. of 8) | Pass or Referral |
| AC 2.3* Assess the long and short term benefits to be gained from effective partnership working in your organisation
 | **Referral [ca 4/16]** | **Pass [*8/16*]** | **Good Pass [ca. 12/16]** |  |
| * Long and short term benefits to be gained from effective partnership working in your organisation have not been assessed, or the assessment is incorrect, inappropriate or insufficient, or long term ***or*** short term benefits have been assessed, but not both
* Long and short term benefits to be gained are merely stated or described with no assessment using appropriate criteria to make a judgement
 | * Long and short term benefits to be gained from effective partnership working in your organisation have correctly and appropriately assessed using a narrow range of appropriate criteria to make a limited judgement, although the evidence base for the assessment is limited and/or the criteria are imprecise
 | * Long and short term benefits to be gained from effective partnership working in your organisation have correctly and appropriately assessed using a wide range of appropriate and precise objective criteria to make a full and rigorous judgement
 |
| / 16(min. of 8) | Pass or Referral |
| AC 2.4* Explain how barriers to effective partnership working might be overcome
 | **Referral [ca 2/8]** | **Pass [*4/8*]** | **Good Pass [ca. 6/8]** |  |
| * How barriers to effective partnership working might be overcome is not explained, or the explanation is incorrect, inappropriate or insufficient, or the range of barriers to effective partnership working is incorrect, insufficient or not relevant
* How barriers to effective partnership working might be overcome is merely stated with no account provided to explain how overcoming the barriers would work
 | * A limited but sufficient account is provided to correctly explain how in practice a narrow range of relevant barriers to effective partnership working might be overcome
 | * A full account is provided to correctly explain how in practice a wide range of relevant barriers to effective partnership working might be overcome
 |
| / 8(min. of 4) | Pass or Referral |
| **Section comments** (optional): | **Verification comments** (optional): |
| **Learning Outcome / Section 3:** Understand how to reach a partnership working agreement |
| **Assessment Criteria (AC)** | **Sufficiency Descriptors***[Typical standard that , if replicated across the whole submission, would produce a referral, borderline pass or good pass result]* | **Assessor feedback on AC** *[comments not necessary in every box]* |
| AC 3.1* Evaluate the process for establishing trust and agreement on the partnership’s aims and objectives
 | **Referral [ca 4/16]** | **Pass [*8/16*]** | **Good Pass [ca. 12/16]** |  |
| * The process for establishing trust and agreement on the partnership’s aims and objectives is not evaluated, or the evaluation is incorrect, inappropriate or deficient, or the process is merely stated or described with no evaluation of the issues around the process to provide a solution or conclusion and/or recommendations
 | * A limited but sufficient, correct and appropriate evaluation of the issues around the process for establishing trust and agreement on the partnership’s aims and objectives is undertaken to provide a limited solution, conclusion and/or limited recommendations
 | * A full, correct and appropriate evaluation of the issues around the process for establishing trust and agreement on the partnership’s aims and objectives is undertaken to provide a comprehensive solution, conclusion and/or comprehensive recommendations
 |
| / 16(min. of 8) | Pass or Referral |
| AC 3.2* Evaluate monitoring and review processes and procedures for the achievement of agreed goals and objectives of an effective partnership working arrangement
 | **Referral [ca 4/16]** | **Pass [*8/16*]** | **Good Pass [ca. 12/16]** |  |
| * Monitoring and review processes and procedures for the achievement of agreed goals and objectives of an effective partnership working arrangement are not evaluated, or the evaluation is incorrect, inappropriate or deficient, or the processes and procedures are merely stated or described with no evaluation of the issues around the processes to provide a solution or conclusion and/or recommendations
 | * A limited but sufficient, correct and appropriate evaluation of the issues around monitoring and review processes and procedures for the achievement of agreed goals and objectives of an effective partnership working arrangement is undertaken to provide a limited solution, conclusion and/or limited recommendations
 | * A full, correct and appropriate evaluation of the issues around monitoring and review processes and procedures for the achievement of agreed goals and objectives of an effective partnership working arrangement is undertaken to provide a comprehensive solution, conclusion and/or comprehensive recommendations
 |
| / 16(min. of 8) | Pass or Referral |
| **Section comments** (optional): | **Verification comments** (optional): |
|  | **/ 100****TOTAL MARKS** |
| **Assessor’s Decision** | **Quality Assurance Use** |
| **Outcome** (*delete as applicable*): **PASS / REFERRAL** | **Signature of Assessor:****Date:** | **Outcome** (*delete as applicable*): **PASS / REFERRAL** | **Signature of QA:****Date of QA check:** |