# BHSI – BM OBSERVATION SHEET

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| Assessor name: |  | | |
| Candidate name: |  | | |
| Date: |  | Centre: |  |

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| Prepare and deliver an engaging and interactive presentation of 15 minutes.  Show knowledge on a specific subject (topics within Section Two) relevant to own experience.  Demonstrate evidence of study and research on a specific subject (from Section Two).  Be able to validate sources of information.  .  Show ability to use support material to enhance a presentation.  Show ability to evaluate and answer questions on a specific subject. |  | **SECTION 1**. **PRESENTATION** (20 mins including discussion with one assessor per candidate, other peers and practitioners may be invited) |
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| Identify and evaluate practical yard management skills.  Identify and discuss staff management requirements.  Identify and evaluate marketing for an equestrian business.  Identify and evaluate business planning, development and risk management.  Explain the practical application of current legislation, administration and its impact.  Discuss the financial management of running an equestrian business.  Identify defined sources of information and discuss their validity.  Evaluate the use of technology in equine business. |  | **SECTION 2**. **BUSINESS MANAGEMENT** (up to 1hr 40 mins) Usually assessed in pairs but may be one-to-one |
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| **PASS** | **FAIL** |

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| **GENERAL CRITERIA FOR THE BHSI BUSINESS MANAGEMENT CERTIFICATE** | **Achieved?** |
| Show developed interpersonal skills in a discussion situation | Y N |
| Show developed knowledge across the range of subject matter | Y N |
| Show understanding of practical application of knowledge | Y N |
| Show ability to present knowledge as though to educate others | Y N |