

# ASSESSMENT MAPPING – BLKDBM002

**KEY:** WQ = Written Question | MP = Major Project | PRT = Practical Research Task

## ELEMENTS AND PERFORMANCE CRITERIA

Element	Performance Criteria	Assessment Task
1. Apply blockchain to the Internet of Things (IoT)	1.1 Identify Internet of Things (IoT) obstacles and examine solutions through the application of blockchain technologies	PRT (a)
	1.1 Lead team to identify opportunities to use blockchain to disrupt existing markets and business models	MP Part A
2. Develop a value proposition	2.1 Consult with relevant stakeholders to identify customer segments, their pain points and opportunities for gains	MP Part A
	2.2 Identify the core problems by leading team to assess where value can be created for customers using blockchain and peer to peer networks	MP Part A
	2.3 Consult with relevant stakeholders to identify potential intermediaries and strategies for disintermediation	MP Part A
	2.4 Lead team to develop a business model that solves the core problems and delivers the identified value for customers	MP Part A
	2.5 Source information from team to determine the economic payoff of the value proposition in the proposed business model	MP Part A
	2.6 Communicate the intended model to all stakeholders and seek agreeance and approval from senior management	MP Part C

3. Disrupt the business model	3.1 Apply the tenets of blockchain decentralised models to disrupt or displace traditional centralised business models and boundaries of value	MP Part A
	3.2 Apply Distributed Applications (DApps) to disrupt traditional centralised business and markets	MP Part B
	3.3 Future proof traditional centralised business models by applying Decentralised Autonomous Agents (DAAs) and Decentralised Autonomous Enterprises (DAEs)	MP Part B
4. Prepare and present a blockchain business model	4.1 Lead team to develop a comprehensive business model that articulates and delivers the identified value proposition	MP Part A &,B
	4.1 Present and circulate proposed business models for comment, and implement recommendations	MP Part C
	4.2 Seek support and endorsement from senior management and key stakeholders.	MP Part C

## PERFORMANCE EVIDENCE

REQUIRED EVIDENCE	ASSESSMENT ACTIVITY
Create a disruptive business model that includes: <ul style="list-style-type: none"> <li>○ Market segments the business will serve</li> <li>○ A clearly articulated value proposition</li> <li>○ A distribution strategy</li> <li>○ Opportunities for disintermediation</li> <li>○ Application of Smart contracts</li> <li>○ Revenue generation</li> <li>○ Interoperability of on and off chain activities</li> <li>○ Areas of cooperation required</li> <li>○ Cost structures for the business model</li> </ul>	MP Part A & C Observation Checklist
Innovate a business model through the application of: <ul style="list-style-type: none"> <li>○ Distributed Applications (DApps)</li> <li>○ Decentralised Autonomous Agents (DAAs)</li> <li>○ Decentralised Autonomous Enterprises (DAEs)</li> </ul>	MP Part B
Clearly communicate a business model and its benefits to relevant stakeholders to gather support and endorsement for the model	MP Part C Observation Checklist
Use critical thinking skills to evaluate information from a range of source theorists	PRT (a&b) MP Part A-C
Communicate effectively with people from diverse roles within an organisation	MP Part A-C
If a specific volume or frequency is not stated, then evidence must be provided at least once.	

## KNOWLEDGE EVIDENCE

REQUIRED EVIDENCE	ASSESSMENT ACTIVITY
Explain the Internet of Things (IoT) and the role blockchain plays in activating it and overcoming obstacles to adoption	PRT (a)
Explain the impact of blockchain technologies on disrupting existing markets and business models	PRT (b)
Outline the importance of ensuring a common understanding of a business model	WQ 1
Describe each of the building blocks of a disruptive business model through the lens of the Business Model Canvas	WQ 2
Describe ways to innovate and future proof blockchain business models	WQ 3