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**Australian Government**

**Department of Industry**

This project has been produced with the assistance of funding provided by the Commonwealth Government through the Department of Industry.
Summary

The Aged Care sector in Australia, like others throughout the world, is navigating unprecedented challenges as it strains to meet the increasing needs of an ageing population, with limited resources.

The scale and scope of change means that leaders must not only manage effectively, but also think creatively and strategically, drive innovation, adapt their organisations to changing demands and engage and collaborate with stakeholders and staff as they lead change.

The Australian Aged Care Leadership Capability Framework describes the knowledge, skills and abilities that underpin such leadership and that are commonly required by leaders across Aged Care.
The Framework arranges the capabilities into five key domains:

SELF: the Aged Care leader’s understanding of, care for, and overall relationship with her/his self

OTHERS: the Aged Care leader’s ability to communicate with, relate to, and work effectively with others

PURPOSE: the Aged Care leader’s ability to articulate and promote the organisation’s spirit, purpose and strategic direction in ways that engage and empower employees, clients and stakeholders

BUSINESS: the Aged Care leader’s management of business resources to achieve organisational goals within a dynamic operating environment

CHANGE: the Aged Care leader’s capacity to foster a working environment that supports and encourages creative, holistic approaches to improvement, innovation and transformation in the organisation

Together, these cover key attributes that define a person as a leader, and the knowledge, skills, abilities and behaviours needed for effective leadership in Aged Care.

The Framework defines a leader as a person with responsibility for directing or influencing the work of others. Leadership refers to the behaviour of those with responsibility for directing or influencing the actions of others.

The Framework is behaviourally-based and the capabilities are illustrated by sets of indicative behaviours appropriate to three broad leadership levels from front-line to CEO.

The Framework identifies the common and transferable aspects of Aged Care leadership and has many benefits for agencies, provider organisations and leaders themselves. These include providing the basis for recruitment, development and succession of a highly skilled, flexible and mobile leadership cohort.

This Australian Aged Care Leadership Capability Framework was created with the assistance of a dedicated group of leaders working across all aspects of Aged Care.

Our thanks to those people for their generosity, honesty and wisdom.

Libby Kostromin and Greg Evans, Making Meaning, February 2014
Leadership in Aged Care

The present and future for leaders in Aged Care is incredibly challenging. Now, more than ever, Aged Care leaders need support to develop the capabilities to navigate immediate challenges and to help shape the Aged Care of the future.

Leaders across the Australian Aged Care sector are typically dedicated, diligent and passionate about providing quality care services while working in the context of a rapidly growing aged demographic and increasing consumer expectations.

Efforts to make service delivery more effective and efficient cannot keep pace with the rate of demand. Doing more with less is no longer enough. A revolution in how Aged Care services are designed, funded and delivered is underway. Leaders need the confidence and capabilities to drive and guide the transformation of the sector.

Aged Care Leadership Development Project

The Aged Care Leadership Development Project was established to investigate and make recommendations to support leadership development across the sector.

Funded by the Department of Industry and managed by the Community Services and Health Industry Skills Council (CS&HISC), the Aged Care Leadership Development Project is sponsored by Aged and Community Services Australia (ACSA) and Leading Aged Services Australia (LASA).

The project aim—to define and support a strategic approach to leadership development across Aged Care through engagement and consultation with relevant stakeholders—was achieved with the release, in June 2013, of the Aged Care Leadership Development Strategy.
Aged Care Leadership Development Strategy

Developed through broad consultation with over 400 Aged Care leaders nationally, the Aged Care Leadership Development Strategy provides a sustainable, measurable, flexible and effective plan for leadership development across Aged Care.

The strategic vision is to revolutionise the way Aged Care leaders are developed and supported, by:

- raising the profile of leaders and leadership in the Aged Care Industry
- lifting the confidence, capacity, flexibility and adaptability of leaders across the sector through the provision of practical, sustainable and future-focused development opportunities for leaders at different levels
- informing and guiding planning and decision-making concerning investment in leadership development and applications for government funding of recommended leadership development initiatives
- making a tangible and positive contribution to the broader recognition of the professionalism and value of the sector as a whole.

The Australian Aged Care Leadership Capability Framework provides the foundation for the implementation and sustainable maintenance of the strategy. Copies of the Aged Care Leadership Development Strategy are available from the CS&HISC, ACSA and LASA.
Definitions

This Australian Aged Care Leadership Capability Framework is intended for all leaders in Aged Care. ‘Aged Care’ encompasses all organisations involved in the provision of support, care and services to older people in our communities.

What makes this an Aged Care Framework?

Most people in leadership positions will require similar capabilities, regardless of their industry or organisation. Accordingly, some elements of this Framework are common to other leadership capability frameworks.

However, this Framework is designed specifically to include and/or emphasise elements uniquely relevant to Aged Care leaders in Australia, at this time.

These are summarised as follows:

- The importance of care-focused leaders attending to their own health and wellbeing.
- A strong focus on the articulation and promotion of an organisational mission or purpose.
- Particular attention to the importance of human connection and the development of relationships.
- Recognition of the movement towards person-centred, or consumer-directed, care services.
- Consideration of the essential role of leaders in raising the profile of Aged Care.
- The rapidly increasing proportion of aged people in the Australian population means that those working in the Aged Care sector are entering an era of unprecedented change.
- Recognition of Aged Care as an industry under increasing pressure to adapt and transform.
Underpinning principles

This Framework is built upon definitions and underpinning principles with respect to:

- Leaders and leadership
- Leadership and management
- Modes of leadership
- Levels of leadership

Each principle is explained below:

Leaders and leadership

While leadership behaviour may be demonstrated, on occasion, by any member of an organisation regardless of role, this Framework targets those with organisational authority as the key enablers of organisational change and those in whom leadership development represents the highest organisational value.

For the purpose of this Framework:

- a leader is a person with responsibility for directing or influencing the work of others, and
- leadership refers to the behaviour of those with responsibility for directing or influencing the actions of others.

Leadership and management

For the purposes of this Framework, leadership and management are viewed as a continuum, with a number of overlapping capabilities.

The balance between management and leadership capabilities varies for leaders operating at different organisational levels. In general, a strategic focus will demand greater emphasis on leadership capabilities and an operational focus will demand greater emphasis on management capabilities.
Modes of leadership

This Framework reflects the view that, first and foremost, leadership is personal, and that developing leadership involves encouraging and assisting an individual to become the leader that only she or he can be.

Leadership is also organisational. Leaders lead within an organisational context. The organisation provides the system and the range of relationships within which leadership actions take place. Developing leaders involves equipping people to lead and manage in their organisational context.

Leadership and management styles will then necessarily vary according to individual preferences, strengths and organisational circumstance. However, the following leadership approaches, particularly relevant to Aged Care at this time, are reflected, as appropriate, in the style and content of the Australian Aged Care Leadership Capability Framework.

Authentic leadership

Authentic leaders demonstrate extraordinary integrity, a profound sense of purpose and a commitment to their personal values. They foster trusting relationships and design organisational structures and systems to enshrine core values and uphold ethical standards.

Adaptive leadership

Adaptive leaders drive deep change by enabling and encouraging groups of individuals to take on tough challenges and thrive. They do this by discerning the essential from the expendable and stimulating genuine creativity to unseat the status quo.

Transformational leadership

Transformational leaders are leaders of vision who are able to inspire, challenge, stimulate, motivate and support followers to lift them to higher levels of performance and greater job satisfaction.
Levels of leadership

Capabilities within this Framework are defined for leaders and managers occupying, or aspiring to, positions within three broad levels of scope, as follows:

**Level 3 Leaders**

Often referred to as ‘front line’ or ‘first line’ managers, Level 3 Leaders are likely to be responsible for the activities of a team on a part-time or full-time basis. In an Aged Care context, depending on the size of the organisation and the services provided, these people may often be Care Co-ordinators, Service Co-ordinators, Registered Nurses or Team Managers.

**Level 2 Leaders**

As mid-level leaders or ‘middle management’, Level 2 Leaders are commonly responsible for multiple teams or an entire service/function. According to organisational size and function, these leaders are likely to occupy positions as Director of Nursing, Care Manager, Facility Manager, Hotel Services Manager, Quality Manager, Human Resources Manager and so on.

**Level 1 Leaders**

Level 1 Leaders are those with strategic and cultural responsibility for an entire organisation or division. Level 1 Leaders will often play a role in influencing community and/or stakeholders beyond their organisation.

In small to medium-sized organisations this is likely to be the CEO.

In medium to large-sized organisations Level 1 leaders may include general/executive/senior managers and department heads.
Use and benefits

Applications and benefits

This Australian Aged Care Leadership Capability Framework provides a number of applications and benefits for individuals, organisations and Aged Care as an industry.

These are outlined below:

Individual

For the individual leaders, the Framework provides:

- a common language and shared understanding of expected behaviour for Aged Care leaders
- a structure to guide self-assessment, professional development and career planning.

Organisational

For Aged Care organisations, the Framework is an input to:

- workforce planning—analysing and identifying workforce capability needed to meet organisational objectives
- recruitment and staffing—designing, defining and describing the capabilities needed in leadership roles, and then matching people with the right capabilities to those roles
- workforce structure and mobility—structuring the workforce for maximum flexibility and performance; facilitating talent management; succession planning and progression within organisations and across Aged Care
- learning and development—planning, prioritising, designing and evaluating learning and development activities including making the most of existing development resources
- performance management—facilitating assessment and discussion about performance and developmental needs
- recognition and reward—establishing a basis for recognition and reward
- benchmarking—comparing leadership capability across organisations.
Aged Care

The Framework benefits Aged Care by:

- identifying common and transferable aspects of leadership within or outside Aged Care
- supporting effective recruitment strategies and pathways from outside Aged Care
- benchmarking professional standards
- enabling the design of leadership development initiatives that address Aged Care requirements and acknowledge the Aged Care context
- promoting the development of a skilled, flexible and mobile leadership cohort
- expediting leadership-related development processes including performance reviews, recruitment and succession planning
- increasing access to leadership qualifications by enabling mapping to relevant qualifications to further support professional development.

Using this Capability Framework

The Australian Aged Care Leadership Capability Framework is a tool that is useful for the applications listed above. How an individual or organisation uses the Framework will necessarily depend on what the individual or organisation is aiming to achieve.

In that context, the following user notes are offered as prompts and/or reminders for consideration, as appropriate:

- capable leadership contributes to organisational success but does not guarantee it. Development of leadership capability is usually best considered as part of a broader organisational/business development/change strategy.
- while the range of capabilities outlined in this Framework is extensive, it is not prescriptive. Some capabilities may be more or less relevant to an organisation and its leaders. Discussions about which capabilities are most relevant and why are often valuable in themselves.
- change requires time, attention and effort—both at individual and organisational levels. Trying to do too much, too quickly is likely to overwhelm and frustrate rather than engage and motivate. Targeting a few key areas for attention and maintaining focus on these over a long period is more likely to generate real change.
- new and aspiring leaders, especially those from diverse cultural and linguistic backgrounds, may require assistance from more experienced leaders to fully understand and apply this Framework. Such assistance can contribute to the development of leadership capability in both parties.
- organisational change flows from the top. Level 2 leaders are highly unlikely to successfully develop and maintain capabilities that the Level 1 leaders in their organisation do not demonstrate and therefore cannot model and support, and so on. For best results develop leadership capability in those most senior, first.
PART TWO
The Framework
Overview

Australian Aged Care Leadership Capability Framework

**SELF**
- Well-being
- Perseverance and resilience
- Flexibility and agility
- Authenticity and integrity
- Courage and candour
- Self-management
- Self-development
- Prioritising and decision-making

**CHANGE**
- Creativity and innovation
- Transformation
- Systems and structures
- Working with ambiguity
- Aged Care championship

**OTHERS**
- Interpersonal skills
- Relationships
- People development
- Direction and delegation
- People management
- Group behaviour
- Collaboration
- Negotiation
- Influence

**BUSINESS**
- Planning
- Implementation
- Finance and assets
- Commercial and political acumen
- Marketing
- Governance and risk
- Equity and inclusivity
- Ethical conduct

**PURPOSE**
- Vision and values
- Person-centred focus
- Inspiration and motivation
- Strategic thinking and action

**CHANGE**

**SELF**

**OTHERS**

**BUSINESS**

**PURPOSE**
The Aged Care Leadership Capability Framework defines the behavioural attributes necessary for effective leadership of, and within, Aged Care organisations.

The Framework defines a range of capabilities according to five key domains: Self, Others, Purpose, Business and Change.

Each capability includes a set of behavioural indicators. These are action statements that illustrate typically expected behaviours for three ‘levels’ of leadership from CEO (Level 1) to Front-line (Level 3). (Refer to ‘Levels of Leadership’ in Part 1 of this document for more information.)

Note also that the capabilities are cumulative in that Level 2 assumes mastery of Level 3 and Level 1 assumes mastery of both Levels 2 and 3.

The diagram below identifies the key components of the Australian Aged Care Leadership Capability Framework.

The capabilities and their behavioural indicators reflect the interdependence of management and leadership activities, as appropriate to each level.

While most capabilities provide behavioural indicators for each of the three levels, in some cases, a behavioural indicator applies across two levels (for example in Interpersonal Skills) or across all three levels (for example in Well-being). In these cases, capable leaders will be demonstrating the behaviour in question from the lowest level indicated.

It is important to note that a leader’s role may not align with the same level for every capability. The Framework should be used flexibly according to the requirements of the role.
The five capability domains are described below:

**Self**
The focus of this domain is the Aged Care leader’s understanding of, care for, and overall relationship with her/his self. The capable leader recognises his/her personal contribution as an exemplar and an inspiration to others within, and outside of, the organisation.

**Others**
The focus of this domain is the Aged Care leader’s ability to communicate with, relate to, and work effectively with others including: clients and their families; direct reports; volunteers; peers; colleagues; management; boards; communities. The capable leader recognises the value of trust-based relationships in facilitating achievement of organisational, client and community objectives.

**Purpose**
The focus of this core domain is the Aged Care leader’s ability to articulate and promote the organisation’s spirit, purpose and strategic direction in ways that engage and empower employees, clients and stakeholders. The capable leader recognises their role as a principal representative of the organisation and all it stands for.

**Business**
The focus of this domain is the Aged Care leader’s management of business resources to achieve organisational goals within a dynamic operating environment and in accordance with regulatory, governance, risk management, ethical, equity and commercial requirements. The capable leader recognises that effective business management facilitates achievement of organisational goals.

**Change**
The focus of this domain is the Aged Care leader’s capacity to foster a working environment that supports and encourages creative, holistic approaches to improvement, innovation and transformation in the organisation, the broader community and across Aged Care. These capabilities are vital for leaders to meet the challenges of rapid changes in Aged Care.
Capabilities

Self

The focus of this domain is the Aged Care leader’s understanding of, care for, and overall relationship with her/his self.

The capable leader recognises his/her personal contribution as an exemplar and an inspiration to others within, and outside of, the organisation.

Well-being

Attends to major determinants of well-being, including nutritious food, adequate sleep, exercise and personal space

Is mindful of, and responsible for, how own time and energy is spent

Maintains a personal support network of trusted confidants and advisors

Perseverance and resilience

Approaches work with energy, drive and a strong desire to complete

Seldom retreats in the face of resistance or setbacks

Faces adversity and recovers quickly from challenging circumstances

Flexibility and agility

Responds to changes in priorities

Adapts quickly to agreed changes

Relinquishes stances and directions that prove unfruitful
### Authenticity and integrity

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<thead>
<tr>
<th>Level 3</th>
<th>Level 2</th>
<th>Level 1</th>
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</thead>
<tbody>
<tr>
<td>Actions are consistent with words</td>
<td>Behaviour as a leader is congruent with private behaviour</td>
<td>Demonstrates humility as a leader</td>
</tr>
<tr>
<td>Acts in accordance with own and organisational values</td>
<td>Models organisational values</td>
<td>Leadership actions promote a spirit of service throughout the organisation</td>
</tr>
<tr>
<td>Leads others with heart and mind</td>
<td>Contributes to the development of policies that reflect organisational values</td>
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### Courage and candour

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<thead>
<tr>
<th>Level 3</th>
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<tbody>
<tr>
<td>Admits mistakes, and accepts accountability for own behaviour and decisions</td>
<td>Is unafraid to show emotions, vulnerability and to connect with employees</td>
<td>Confronts organisational issues without delay</td>
</tr>
<tr>
<td>Is direct, yet considerate, in communications with others</td>
<td>Supports others to express their opinion and say what needs to be said</td>
<td>Encourages an organisational culture where people feel supported to learn from mistakes and to say what needs to be said</td>
</tr>
<tr>
<td>Takes difficult and/or unpopular action when necessary</td>
<td>Openly discusses learnings from mistakes and assists others to do likewise</td>
<td></td>
</tr>
<tr>
<td>Is open about personal strengths, weaknesses, beliefs and feelings</td>
<td></td>
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</tr>
<tr>
<td>Expresses opinions with candour and says what needs to be said</td>
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<tr>
<td>Initiates challenging conversations without delay</td>
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### Self-management

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<tr>
<th>Level 3</th>
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<tbody>
<tr>
<td>Reflects on feelings, experiences and feedback to build self-awareness</td>
<td>Recognises own behavioural tendencies and their impact</td>
<td>Maintains awareness of the interplay between own psychological state and behaviour</td>
</tr>
<tr>
<td>Regulates own behaviour in light of developing self-awareness</td>
<td>Adapts conduct to accommodate own behavioural tendencies or that of others in difficult and/or high pressure situations</td>
<td>Manages own behaviour, moment to moment, in recognition of own psychological state and the needs of the situation</td>
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### Self-development

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<tr>
<th>Level 3</th>
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<th>Level 1</th>
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</thead>
<tbody>
<tr>
<td>Accepts and responds constructively to feedback</td>
<td>Asks for feedback from others, including direct reports</td>
<td>Mines a wide range of interactions, activities and information for insights that inform self-development</td>
</tr>
<tr>
<td>Reflects on feedback and experiences for insight into areas for self-development</td>
<td>Seeks and utilises a variety of opportunities for self-development</td>
<td>Seeks leadership advice from those with different perspectives and capabilities</td>
</tr>
<tr>
<td>Actively engages with opportunities for self-development</td>
<td>Makes the most of own strengths</td>
<td></td>
</tr>
<tr>
<td>Is aware of own strengths and limitations and seeks help from others as required</td>
<td>Seeks input and expertise from others to complement own capability limitations</td>
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### Prioritising and decision-making

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<tr>
<th>Level 3</th>
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<tbody>
<tr>
<td>Attends first to what’s most important</td>
<td>Spends own time and the time of others on what’s most important</td>
<td>Continually discerns and adjusts priorities to ensure best use of own and others’ time and expertise</td>
</tr>
<tr>
<td>Acts decisively in uncertain circumstances</td>
<td>Makes sound choices and reaches astute conclusions within an appropriate timeframe</td>
<td>Makes balanced decisions with consideration for the range of potential implications (organisation, clients, stakeholders, community, industry)</td>
</tr>
<tr>
<td>Takes responsibility for decisions and their implications</td>
<td>Uses information from multiple sources to make critical decisions</td>
<td>Makes complex, multi-dimensional judgements in a decisive manner</td>
</tr>
</tbody>
</table>
## Others

The focus of this domain is the Aged Care leader's ability to communicate with, relate to, and work effectively with others including: clients and their families; direct reports; volunteers; peers; colleagues; management; boards; communities. The capable leader recognises the value of trust-based relationships in facilitating achievement of organisational, client and community objectives.

## Interpersonal skills

### Level 3
- Listens attentively and has the patience to hear people out
- Is approachable and easy to talk to
- Displays a genuine interest in others and makes them feel valued
- Adapts communication style and messages to suit different personalities and cultures
- Shapes responses to individuals based on perception of verbal and non-verbal cues

### Level 2
- Communicates clearly and convincingly with diverse audiences to achieve a common understanding and promote desired ends
- Shapes appropriate responses based on sensitive understanding of the situation, feelings and motives of others
- Demonstrates emotional maturity, cultural awareness and flexibility when dealing with individuals and situations
- Provides a settling influence in a crisis - creates an emotionally safe space to enable exploration of critical issues, stressful situations or other difficult circumstances

### Level 1
### Relationships

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<tr>
<th>Level 3</th>
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<th>Level 1</th>
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<tbody>
<tr>
<td>Quickly builds rapport with others</td>
<td>Builds and maintains strong, trusting, collaborative and consultative relationships with employees, and other stakeholders</td>
<td>Maintains sound working relationships with leaders within the organisation as well as external stakeholders</td>
</tr>
<tr>
<td>Appreciates situations and issues from the perspectives of others</td>
<td>Influences others to create and maintain a supportive organisational and community environment</td>
<td>Develops and promotes a positive organisational profile and image to the community and other stakeholder groups</td>
</tr>
<tr>
<td>Recognises impact of own behaviour or operating style on others and strives to find the best way of working with and leading others</td>
<td>Identifies potential partnerships and alliances and leverages these to achieve organisational outcomes</td>
<td>Takes effective action in situations which threaten the organisation’s standing and relationships</td>
</tr>
<tr>
<td>Builds positive relationships by involving and engaging with others</td>
<td></td>
<td>Builds strategic relationships to strengthen organisation capacity and capability</td>
</tr>
<tr>
<td>Works to create a supportive, respectful work environment</td>
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### People development

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<th>Level 3</th>
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<tbody>
<tr>
<td>Provides current, direct, complete, and actionable positive and/or corrective feedback to others</td>
<td>Provides a supportive environment that inspires self-improvement and growth</td>
<td>Promotes an organisational climate where learning and development is valued and supported</td>
</tr>
<tr>
<td>Assists others to identify their development needs and plan development</td>
<td>Finds and implements ways to creatively challenge and develop others</td>
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</tr>
<tr>
<td>Assigns challenging and stretching tasks for development purposes</td>
<td>Identifies and assists those with the desire and potential to become leaders</td>
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<tr>
<td>Provides guidance, advice and coaching to develop others</td>
<td>Contributes to policies and procedures for the development of others</td>
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<tr>
<td>Recommends suitable development activities to others</td>
<td>Mentors others</td>
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### Direction and delegation

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<th>Level 3</th>
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<tr>
<td>Clearly and comfortably delegates routine tasks and decisions to direct reports</td>
<td>Clearly and comfortably delegates important tasks and decisions to members of the organisation, external suppliers or others</td>
<td>Communicates the organisation’s direction clearly in line with the organisation’s vision and values, internally and externally</td>
</tr>
<tr>
<td>Trusts people to perform delegated tasks</td>
<td>Sets clear, stretching goals and assigns responsibilities that help to bring out the best work from people</td>
<td>Assists direct reports to prioritise, delegate and refocus energy when faced with overwhelming workloads</td>
</tr>
<tr>
<td>Lets people finish their own work</td>
<td>Monitors process, progress and results</td>
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### People management

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<tbody>
<tr>
<td>Assesses the suitability of potential recruits</td>
<td>Attracts and recruits suitable people to serve the organisation</td>
<td>Builds a strong, effective and cohesive leadership team</td>
</tr>
<tr>
<td>Manages people with consideration for their strengths and work interests</td>
<td>Maintains effective and productive workplace relations</td>
<td>Drives performance management and development strategies to continually improve staff performance</td>
</tr>
<tr>
<td>Manages staff performance, clearly communicating performance expectations, rewarding achievement and providing constructive feedback where appropriate</td>
<td>Nurtures talent and engages in succession planning</td>
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<tr>
<td>Identifies skills and performance gaps and takes action to address them</td>
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<td></td>
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<tr>
<td>Deals with unacceptable behaviour promptly and effectively</td>
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## Group behaviour

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<th>Level 3</th>
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<th>Level 1</th>
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<tbody>
<tr>
<td>Sets the tone for a positive team climate</td>
<td>Picks up the sense of the group in terms of positions, intentions, and needs</td>
<td>Reads group dynamics, moment to moment, and responds appropriately to relationship issues as/when they arise</td>
</tr>
<tr>
<td>Monitors relationships within the team</td>
<td>Identifies what a group’s values and norms are and how to influence them</td>
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</tr>
<tr>
<td>Responds appropriately to variations in team climate</td>
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## Collaboration

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<tr>
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<tbody>
<tr>
<td>Works effectively and co-operatively with others to achieve team objectives</td>
<td>Actively seeks opportunities and ways to work with others to achieve shared goals</td>
<td>Seeks opportunities to work collaboratively with other Aged Care organisations and stakeholders</td>
</tr>
<tr>
<td>Promotes the importance of collaboration, cooperation and teamwork by role-modelling these behaviours</td>
<td>Is open to opportunities for collaboration within the organisation</td>
<td>Leads collaboration beyond organisational and disciplinary boundaries to achieve results and learn from others</td>
</tr>
<tr>
<td>Welcomes and respects divergent opinions during consultation and collaboration</td>
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## Negotiation

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<tbody>
<tr>
<td>Mediates equitable solutions</td>
<td>Makes effective use of data/information and expert advice to influence negotiation outcomes</td>
<td>Anticipates points of difference in significant negotiations and determines the organisation's strategy and bargaining position on each point</td>
</tr>
<tr>
<td>Settles differences with minimal disruption</td>
<td>Mounts logical and convincing arguments to support the organisation's position</td>
<td>Consistently crafts solutions with optimal value for all parties, including highly complex, contentious and/or high risk situations</td>
</tr>
<tr>
<td></td>
<td>Secures concessions without damage to relationships</td>
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<tr>
<td></td>
<td>Applies strategic problem solving and interpersonal skills to settle disputes</td>
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## Influence

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<tbody>
<tr>
<td>Presents reasonable and convincing arguments to persuade others and shape outcomes</td>
<td>Is able to make things happen through others without relying on formal authority</td>
<td>Uses influence strategically to build support and shift stakeholder positions</td>
</tr>
<tr>
<td>Secures assistance from people outside own team to achieve outcomes</td>
<td>Shapes outcomes by steering negotiations and influencing stakeholders</td>
<td>Advocates the organisation's position on key issues in local, state and national forums</td>
</tr>
</tbody>
</table>
Purpose

The focus of this core domain is the Aged Care leader’s ability to articulate and promote the organisation’s spirit, purpose and strategic direction in ways that engage and empower employees, clients and stakeholders. The capable leader recognises their role as a principal representative of the organisation and all it stands for.

Vision and values

**Level 3**
- Ensures own conduct and leadership approach aligns with organisational vision, values and purpose
- Provides clear direction and priorities to support the implementation of the organisation’s vision
- Identifies and challenges behaviour that contravenes organisational values

**Level 2**
- Helps to shape the organisation’s vision through consultation with stakeholders
- Translates and integrates the organisational vision into plans and strategies
- Creates and promotes symbols, language, policies and measures to realise the organisational vision
- Embodies and promotes values that reflect the spirit and purpose of the organisation
- Rewards behaviour that accords with organisational values and demonstrates disapproval of contrary behaviour

**Level 1**
- Articulates a compelling and inspiring organisational vision, mission and/or sense of core purpose
- Acknowledges and fulfills responsibility for representing the organisation’s spirit and values to the highest standard
- Regularly reviews the organisation’s vision in light of trends, opportunities and developments in Aged Care
- Demands conduct consistent with organisational values
### Person-centred focus

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| Ensures care practices honour and uphold the preferences, needs and values of recipients  
Ensures care recipients are central to decision-making regarding their care  
Consistently models respect for care recipients’ home environments | Promotes care practices that honour and uphold the preferences, needs and values of recipients  
Develops service systems in partnership with care recipients and/or their carers  
Co-ordinates service provision with other organisations, as required, to meet care recipients’ needs | Drives development of organisational policies that promote and maintain a person-centred focus |

### Inspiration and motivation

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</table>
| Demonstrates enthusiasm for the team’s role and work  
Assists others to recognise the value of their contribution to the organisation’s vision and purpose  
Works to identify and encourage individual and team motivations  
Appreciates effort, and credits those responsible for good work | Exudes passion and energy about the organisation, its goals and the work itself  
Creates a climate in which people want to do their best  
Shares ownership and visibility of activities and achievements | Is a constant source of inspiration to others through own leadership conduct and enthusiasm for the organisation and its work |
### Strategic thinking and action

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<tbody>
<tr>
<td>Thinks ahead, considers potential consequences of actions and acts to</td>
<td>Condenses high-level strategy directives into clear goals and targets</td>
<td>Engages effectively with key stakeholders on the organisation’s</td>
</tr>
<tr>
<td>maximise likelihood of achieving intended outcomes</td>
<td>Takes a broad view of potential ways of dealing with issues and</td>
<td>priorities and commitments</td>
</tr>
<tr>
<td>Articulates credible pictures and visions of possibilities and</td>
<td>challenges</td>
<td>Maintains a strategic perspective on the organisation’s functions,</td>
</tr>
<tr>
<td>likelihoods</td>
<td>Is quick to see risks, issues and opportunities</td>
<td>strengths, weaknesses and potential</td>
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<tr>
<td></td>
<td>Is able to perceive multiple aspects and impacts of issues and project</td>
<td>Creates effective and sustainable organisational strategies and plans</td>
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<tr>
<td></td>
<td>them into the future</td>
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</tr>
<tr>
<td></td>
<td>Draws on relationships beyond own area to obtain new ideas and</td>
<td>Engages stakeholders in the development of organisational strategy and</td>
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<td></td>
<td>perspectives on strategic issues</td>
<td>policy, as appropriate</td>
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<tr>
<td></td>
<td>Leads projects or programs of strategic importance or significant</td>
<td>Focuses on the organisation’s future and engages the individuals and</td>
</tr>
<tr>
<td></td>
<td>impact</td>
<td>groups necessary to build that future</td>
</tr>
<tr>
<td></td>
<td>Continually monitors the organisational environment for strategic</td>
<td>Imagines and anticipates the future so as to shape, rather than be</td>
</tr>
<tr>
<td></td>
<td>opportunities and threats</td>
<td>shaped by, issues</td>
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</table>
The focus of this domain is the Aged Care leader’s management of business resources to achieve organisational goals within a dynamic operating environment and in accordance with regulatory, governance, risk management, ethical, equity and commercial requirements. The capable leader recognises that effective business management facilitates achievement of organisational goals.

### Planning

**Level 3**
- Recognises the activities needed to achieve planned outcomes
- Identifies potential barriers to success and takes action to overcome these
- Uses performance data effectively to monitor and drive achievement of planned outcomes
- Sets realistic objectives and goals, aligned with functional and/or organisational goals
- Accurately scopes out tasks and projects
- Develops schedules and task/people assignments

**Level 2**
- Analyses data and draws reasonable conclusions to inform planning
- Makes tough decisions and trade-offs to maximise desired outcomes and set clear priorities among projects
- Obtains organisation’s support and resources for plans
- Determines effective reporting and evaluation methods

**Level 1**
- Draws accurate conclusions from financial, workforce and other information to inform prudent strategic planning decisions
- Establishes relevant metrics to measure actual against planned outcomes
- Establishes long-term planning and review mechanisms
- Manages resources flexibly, including looking beyond the organisation’s boundaries to achieve the most appropriate resourcing
### Implementation

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<tr>
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<tbody>
<tr>
<td>Provides clear direction and priorities, and clarifies roles and responsibilities</td>
<td>Leads projects of strategic importance or significant impact to the organisation</td>
<td>Harnesses capabilities from across the organisation to deliver on strategic goals and objectives</td>
</tr>
<tr>
<td>Arranges information and files in a useful manner</td>
<td>Orchestrates multiple activities at once to achieve a goal</td>
<td></td>
</tr>
<tr>
<td>Organises resources (people, funding, material, support) to get things done according to plan</td>
<td>Adjusts plans during implementation as required</td>
<td></td>
</tr>
<tr>
<td>Utilises resources effectively and efficiently</td>
<td>Manages stakeholder relationships during implementation effectively</td>
<td></td>
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<tr>
<td>Measures performance against goals</td>
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### Finance and assets

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<tr>
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<tbody>
<tr>
<td>Works within budget</td>
<td>Analyses financial data and trends to inform decision-making</td>
<td>Uses reporting and analysis to determine strategic directions to meet future financial challenges and goals and ensure financial sustainability</td>
</tr>
<tr>
<td>Complies with the organisation’s accounting and financial reporting requirements</td>
<td>Reviews and evaluates contracts to inform future contractual arrangements</td>
<td>Manages organisational assets strategically to obtain optimal value</td>
</tr>
<tr>
<td>Safeguards and maintains the organisation’s financial, physical and intellectual assets within scope of role</td>
<td>Scopes and evaluates the financial implications of proposed policies and projects to ensure responsible budget management</td>
<td>Marshalls and deploys financial resources to deliver the best possible organisational outcomes</td>
</tr>
<tr>
<td></td>
<td>Makes financial decisions that deliver the desired financial results</td>
<td>Ensures that financial accountabilities are understood and met at all levels of the organisation</td>
</tr>
<tr>
<td></td>
<td>Allocates resources across competing priorities</td>
<td>Anticipates future resource needs</td>
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<td></td>
<td>Ensures that assumptions and forecasts that underpin financial planning are consistent and realistic</td>
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## Commercial and political acumen

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<tbody>
<tr>
<td>Demonstrates an understanding of the organisation as a business</td>
<td>Works confidently within the organisation’s structures, processes and networks</td>
<td>Builds a critical mass of support for ideas and moves that will benefit the organisation and the wider community</td>
</tr>
<tr>
<td>Builds and maintains a good understanding of local and regional issues that relate to own role and the organisation’s operations</td>
<td>Knows the organisation’s competition and how strategies and tactics work in the market for the organisation’s services</td>
<td>Exercises influence appropriately in the broader political and social context</td>
</tr>
<tr>
<td>Uses appropriate formal and informal networks to get things done</td>
<td>Understands the forces that shape political frameworks and agendas and how these impact on the organisation and community</td>
<td></td>
</tr>
<tr>
<td>Applies appropriate discretion, confidentiality and political sensitivity in work on behalf of the organisation</td>
<td>Assesses how decisions will affect and be affected by local, regional, and national situations</td>
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### Marketing

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<tbody>
<tr>
<td>Demonstrates external and internal customer orientation</td>
<td>Contributes to market analysis and marketing strategy development</td>
<td>Establishes a robust market analysis and marketing strategy and evaluation process</td>
</tr>
<tr>
<td>Supports marketing activities</td>
<td>Implements/conducts marketing activities in accordance with marketing strategy</td>
<td>Analyses the market to determine marketing strategy, brand(s), services, value proposition(s) and marketing measures</td>
</tr>
<tr>
<td></td>
<td>Use promotional opportunities to protect and/or enhance the organisation’s reputation</td>
<td>Reviews marketing activities and takes action as required to enhance marketing performance</td>
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### Governance and risk

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<tr>
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<tbody>
<tr>
<td>Complies with organisational governance requirements to achieve business goals</td>
<td>Consistently applies the relevant governance framework and ensures organisational compliance with legislative, regulatory, policy and procedural requirements</td>
<td>Evaluate the governance framework in the organisation and take appropriate actions to ensure its effectiveness</td>
</tr>
<tr>
<td>Applies a good working knowledge of the risks and liabilities associated with the work area</td>
<td>Astutely assesses the risks and returns on decisions and investments</td>
<td>Works effectively with the organisation’s board</td>
</tr>
<tr>
<td>Monitors compliance with organisational controls and supports employees who report compliance issues</td>
<td>Understands the operational risks and liabilities for the area and is able to recommend pre-emptive or corrective action</td>
<td>Builds risk management capability to underpin sound corporate governance</td>
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<td>Proactively identifies current and emerging risks</td>
<td>Ensures appropriate resources are allocated to managing and monitoring risk</td>
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<td>Leverages risk management to improve performance</td>
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### Equity and inclusivity

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<tbody>
<tr>
<td>Models courtesy, respect and fairness in dealing with people</td>
<td>Ensures equal and fair treatment for all in own area of organisational responsibility</td>
<td>Embeds equity and diversity principles in all aspects of the organisation</td>
</tr>
<tr>
<td>Supports equal and fair treatment and opportunity for all</td>
<td>Recognises and makes use of diversity to enhance organisational effectiveness</td>
<td>Tailors organisation policy and operations to accommodate and capitalise on diversity in the workforce and community</td>
</tr>
<tr>
<td>Works effectively with people of all races, nationalities, cultures, disabilities, ages and genders</td>
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## Ethical conduct

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<tbody>
<tr>
<td>Questions established practices rather than assuming that they meet current standards of probity and ethics.</td>
<td>Encourages debate and discussion of ethical issues within the organisation to develop the capacity of employees to make ethical choices and decisions in their daily work, and to be able to explain those decisions.</td>
<td>Sets and promotes organisational frameworks for ethical decision making and policy setting.</td>
</tr>
<tr>
<td>Addresses breaches of protocol and probity and creates a climate in which staff are confident to report breaches.</td>
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<tr>
<td>Recognises when directives conflict with ethics and values and acts to resolve the conflict.</td>
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## Safety

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<tbody>
<tr>
<td>Complies with all relevant safety legislation, regulations and policies.</td>
<td>Monitors safety issues and looks for opportunities to improve organisation’s safety performance.</td>
<td>Creates an environment where leaders are accountable for safety and every employee is empowered to improve safety performance.</td>
</tr>
<tr>
<td>Monitors safety issues and looks for opportunities to improve safety performance within team or function.</td>
<td></td>
<td>Accepts accountability for the development and maintenance of the organisation’s safety policies and system.</td>
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<tr>
<td>Embeds an ethos of safety and wellbeing in all activities.</td>
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Change

The focus of this domain is the Aged Care leader’s capacity to foster a working environment that supports and encourages creative, holistic approaches to improvement, innovation and transformation in the organisation, the broader community and across Aged Care.

These capabilities are vital for leaders to meet the challenges of rapid changes in Aged Care.

Creativity and innovation

**Level 3**
- Approaches new ideas and different perspectives with curiosity and openness
- Questions the status quo and seeks new and more effective methods where appropriate
- Distinguishes ideas for improvement that are likely to work in own work environment

**Level 2**
- Harnesses the creativity of others to help achieve desired outcomes
- Pursues new methods and solutions, thinks outside the box, connects disparate ideas and is unafraid to explore unorthodox methods
- Evaluates and prioritises ideas for improvement in the organisation against a wide range of criteria, including financial, operational and cultural considerations

**Level 1**
- Inspires and leads others to question existing approaches, to support fresh thinking, to take risks and to engage with creative possibilities
## Transformation

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<tbody>
<tr>
<td>Ensures open and regular communication with those affected by change&lt;br&gt;Demonstrates visible leadership and championing of change&lt;br&gt;Acknowledges and addresses barriers to change&lt;br&gt;Assists direct reports to implement and adjust to changed requirements</td>
<td>Translates the change agenda into plans and embeds agreed changes into organisational practices and processes&lt;br&gt;Implements communication strategies to ensure open and regular communications during change processes&lt;br&gt;Actively consults with and informs others affected by change and supports them through the change process&lt;br&gt;Seizes opportunities to influence the organisation and the industry to improve outcomes</td>
<td>Communicates the need for change across the organisation compellingly&lt;br&gt;Positions the organisation to benefit from developments in the political and external environment&lt;br&gt;Seizes opportunities to positively reshape the organisation or the industry&lt;br&gt;Is prepared to champion radical change</td>
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## Systems and structures

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<tr>
<td>Streamlines systems and processes to achieve organisational objectives&lt;br&gt;Looks for and identifies inefficient or ineffective methods or procedures and takes steps to eliminate or improve them&lt;br&gt;Seeks and implements structural, system and technology changes to support service improvement</td>
<td>Develops solutions to organisational issues based on a realistic analysis of their potential impact on related systems and processes&lt;br&gt;Identifies leverage points where small changes can effect a substantial change in outputs or outcomes&lt;br&gt;Investigates ways to improve organisational effectiveness and efficiency by harnessing technology options&lt;br&gt;Ensures integrated development of key management systems and processes to enhance their effectiveness and avoid service disruptions&lt;br&gt;Streamlines organisational structures and processes to facilitate service improvement</td>
<td>Structures the organisation to support achievement of its strategic objectives and respond quickly to changing priorities&lt;br&gt;Demonstrates a systems perspective in dealing with the interrelating elements of the organisation&lt;br&gt;Champions and resources the continuous improvement of work methods, policies and practices to facilitate service improvements&lt;br&gt;Explores innovative organisational structures, systems and resourcing to deliver the best results</td>
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### Working with ambiguity

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<tbody>
<tr>
<td>Deals positively with uncertainty and ambiguity&lt;br&gt;Is able to suggest a plan of action without having the total picture</td>
<td>Anticipates the impact of change and does not lose focus when things are up in the air&lt;br&gt;Is able to decide and act without having the total picture</td>
<td>Anticipates the impact of change to the organisation and its operating environment, and accepts risk and uncertainty as normal</td>
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### Aged Care championship

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<tbody>
<tr>
<td>Demonstrates respect for the importance and value of Aged Care&lt;br&gt;Promotes the organisation and the industry to those inside and outside the organisation</td>
<td></td>
<td>Actively champions achievements, inside and beyond the organisation, to raise the profile and reputation of Aged Care</td>
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Relationship to qualifications

Capabilities are broad and transferable skills, knowledge and abilities. They interface with but do not replace bodies of knowledge and skill developed and formally accredited through professional and educational institutions.

Many leadership positions in Aged Care require specialist qualifications, but they also require the broader range of management and leadership capabilities that are covered in the Australian Aged Care Leadership Capability Framework. The behavioural focus of the Framework provides practical insight into how to lead and manage, which may influence the way in which specialised knowledge and skills are deployed.

For information and advice regarding relevant training packages and qualifications please contact the Community Services and Health Industry Skills Council.
Relationship with Health LEADS Australia

In July 2013, Health Workforce Australia (HWA) released Health LEADS Australia: the Australian health leadership framework. The goal of the framework is ‘Leadership for a people focussed health system that is equitable, effective and sustainable’.

Health LEADS Australia has five areas of focus: Leads self, Engages others, Achieves Outcomes, Drives Innovation and Shapes Systems. Capabilities in this Australian Aged Care Leadership Development Framework that align with and directly support Health LEADS Australia’s areas of focus are identified below using the relevant colour. Capabilities in grey are not specifically addressed in Health LEADS Australia.