

SIR40207

CERTIFICATE IV IN RETAIL MANAGEMENT

This qualification provides the skills and knowledge for an individual to be competent in the first line management skills of those working in the retail and/or wholesale industries. It applies to those who are managing a small retail outlet, a section or department within a larger retail store, a small wholesale outlet, or a section or department within a larger wholesale business.

This qualification is suitable for an Australian Apprenticeship pathway.

ENTRY REQUIREMENTS

There are no pre-requisites for entry into this qualification.

DURATION

12 - 24 Months

PRICE

\$2300

QUALIFICATION RULES

To achieve a Certificate IV in Retail Management, 10 units must be completed comprising:

- all 3 core units
- 7 elective units

A minimum of 4 elective units must be selected from the Elective Units listed below.

A maximum of 3 elective units may be selected from another endorsed Training Package. These must be units which are packaged within a Certificate IV or Diploma qualification in the parent Training Package.

Elective units must be additional to those already counted towards a lower level qualification within this Training Package.

In all cases selection of electives must be guided by the job outcome, local industry requirements and the characteristics of this qualification (as per the AQF descriptors).

CORE UNITS

SIRXMERO04A	Manage merchandise and store presentation
SIRXMGTO03A	Lead and manage people
SIRXOHS003A	Provide a safe working environment

GENERAL ELECTIVE UNITS

Client and Customer Service

BSBCM410A	Coordinate the implementation of customer service
SIRXCCS004A	Develop business to business relationships

Cleaning and Maintenance

SIRXCLM002A	Manage store facilities
-------------	-------------------------

Communication and Teamwork

BSBCM405A	Analyse and present research information
-----------	--

E-business

SIRXEBS001A	Acquire and retain online customers
SIRXEBS002A	Manage retail brands online
SIRXEBS003A	Manage and promote business to business e-commerce solutions
SIRXEBS004A	Select an e-business model

Finance

BSBADM308A	Process payroll
SIRXFIN004A	Manage financial resources

Food Safety

SIRRFSA002A	Monitor food safety program
-------------	-----------------------------

Franchising

BSBFRA401A	Manage compliance with franchisee obligations and legislative requirements
BSBFRA402A	Establish a franchise
BSBFRA403A	Manage relationship with franchisor
BSBFRA404A	Manage a multiple site franchise

Governance and Legal Compliance

BSBSBM401A	Establish business and legal requirements
SIRXGLC001A	Monitor compliance with legal and legislative requirements impacting business operations