

SIR50107 Diploma of Retail Management

This qualification provides the skills and knowledge required by those holding or wishing to hold higher management positions. All training is within the Australian Qualification Framework (AQF) and is therefore a nationally recognised qualification. Where eligible, this training is delivered with Victorian Government funding.

Enrolment

Applicants 15 years and older can apply. Students from disadvantaged groups are encouraged to apply. Enrolment is via AVTES.

Recognition of Prior Learning

RPL is available to all applicants and a portfolio is requested on enrolment.

Course Duration

This course is a self paced competency based program. It can be undertaken and completed at your own pace. Enrolment periods last for 12 months.

Course Rules

Candidates must be recognised as competent in all Retail core units, wholesale or retail or have sufficient work experience. This course requires the completion of 9 units as described in the next section.

Employment Prospects

Upon successful completion of this qualification, students will be able to perform roles such as Store Manager, Sales Manager or Buyer.

Further Training Opportunities

Opportunities exist for further studies in Advanced Diploma of Business and Management courses.

Course Structure

CORE UNITS (Two)

SIRXFIN005A	Manage operations to a budget
SIRXMGT005A	Set strategic plans

RETAIL ELECTIVE UNITS (Minimum of Four)

SIRXCLM002A	Manage store facilities
SIRXFIN004A	Manage financial resources
SIRXHRM001A	Administer HR policy
SIRXHRM002A	Recruit and select personnel
SIRXINV004A	Buy merchandise
SIRXINV005A	Control inventory
SIRXMGT004A	Analyse and communicate information
SIRXMGT006A	Initiate and implement change
SIRXMER004A	Manage merchandise and store presentation
SIRXQUA002A	Lead a team to foster innovation
SIRXQUA003A	Create an innovative work environment
SIRXRSK004A	Control store security
SIRXSLS005A	Manage sales and service delivery

ELECTIVES (Maximum of Three)

The remaining electives may be chosen from any of the previous retail elective units listed, the SIR07 Retail Services training package, or another endorsed training package specific to your workplace. Other training packages available at AVTES are:

- Business
- Hospitality

If you are interested in choosing units out of any of these training packages, you will need to consult your trainer for specific options to determine the units best suited to your industry.

Employability Skills

This qualification also encompasses general employability skills required by the retail industry including **Communication, Teamwork, Problem Solving, Initiative and Enterprise, Planning and Organising, Self-Management, Learning and Technology.**

