

COURSE CODE

BSB40615

COURSE

Certificate IV in Business Sales

ENROL TODAY

TAFENSW.EDU.AU or 131 601

WHY CHOOSE TAFE NSW?



Opens career doors. Our industry relationships lead many students directly into work with a range of employers including agencies, studios, galleries and fashion houses.



Global prospects. TAFE NSW graduates possess the technical knowledge, creative-thinking and specialised skills that are highly sought after by employers around the world.



State-of-the-art facilities. Purpose-built creative studios and industry standard software mean you will master the same tools of the trade as leading professionals.



Industry exposure. TAFE NSW partners with industry to provide you with hands-on experience through networking, sponsor programs, competitions, talks, lectures and other creative industry events.



Recognised and respected. TAFE NSW has built its reputation on delivering trusted, industry aligned and nationally recognised training for over 130 years.

Certificate IV in Business Sales

National Course Code: BSB40615 | TAFE NSW Code: BSB40615-01V03-20ULT-001

| | |
|---------------------|---|
| Qualification Level | Certificate IV |
| Study Type | PT Evening |
| Course Start Date | Enquire Now |
| Hours Per Week | 14 |
| Duration | 36 Weeks |
| Delivery Locations | Ultimo, Main Campus |
| Course Fees | <p>Subsidised Prices First Qualification: \$1,580.00 Subsequent Qualification: \$1,850.00 Traineeship: \$1,000.00 You may be eligible for the NSW Smart & Skilled Fee Free Traineeship which will be verified at enrolment. Concession: \$240.00</p> <p>Non-subsidised Prices Full Fee: \$6,200.00</p> |
| Course Features | Nationally Recognised Training Traineeship Allowed This training is subsidised by the NSW Government |

Course Description

This qualification is suitable for individuals with well-developed sales skills across a range of business sales contexts. They may problem-solve, provide leadership to others and analyse a range of information. Typically, people in this role would report to a more senior business sales practitioner.

Entry Requirements

When you study with TAFE NSW, we want you to succeed. Entry requirements allow us to make sure that you have the right pre-existing knowledge and skills to achieve your chosen qualification. You will need to provide evidence that you meet the requirements listed in this section.

There are no formal entry requirements for this course. However, it is assumed that you have literacy, numeracy and technical skills at Certificate III level for success in this course. Contact your TAFE NSW campus if you have any questions about your suitability.

Information Sessions and more about the course

INFORMATION SESSIONS

There are no information sessions currently scheduled for this course.

STUDY COMMITMENT

This is a part time, face to face course. You will need to attend approximately 7 hours of class, over 2 days a week, for 36 weeks. As well as the in-class component, you will need to complete approximately 7 hours of other study per week.

You may also be required to complete approximately 3 hours of additional study each week outside of class hours, including independent study, research, practice and assignments.

IS THIS COURSE RIGHT FOR YOU?

- Participants in this programme are a mixture of learners who may have completed high school and may have some work experience.
- The learner body as a whole will represent a wide variety of age groups and ethnicities generally.
- Most learners have a high level of literacy and can work independently with little supervision. Allowance is made for the needs of particular groups (e.g. people with disabilities, and people who may have literacy or numeracy difficulties, such as speakers of languages other than English.
- Learners may be working part time in the business sector and or other industries; while others may be studying to enter employment.

SERVICES AND STUDY SUPPORT

We offer student services and study support to ensure you can achieve your goals. Learn about TAFE NSW [Student Services](#)

As a TAFE NSW student in this course, you will have access to:

- LinkedIn Learning (formerly Lynda.com)
- Studiosity - online access to a real life tutor
- Easy computing online short courses
- Access to local TAFE libraries
- Accessibility and Disability Support Services
- Access to Read&Write learning support software at TAFE and at home

Attendance

To keep you safe while studying, some of our face to face classes may be replaced with online or connected learning. We have also modified our face to face classes to meet physical distancing requirements and increased cleaning on campus. As restrictions ease, the way you attend your class may change again. If work placement and the demonstration of practical skills are requirements of your course, due to the impacts of COVID 19 there may be a delay or modification in being able to undertake these aspects of your course in the planned timeframe. Be assured, we'll keep you informed every step of the way.

This course is currently scheduled on Monday and Wednesday from 6:00pm to 9:00pm. This timetable may change and will be confirmed by your teacher.

Fee Details

SMART AND SKILLED FEES

This course is government-subsidised, meaning you pay a portion of the full course fee to TAFE NSW and the NSW Government will pay the balance. However, you must meet certain eligibility criteria for this to apply.

Depending on your previous qualifications and experience, your fee may be less than the maximum fee quoted. Your actual fee and eligibility for concession/exemption will be calculated and confirmed during the enrolment process. Payment plans are available through TAFE NSW for Smart and Skilled eligible qualifications.

For further information about eligibility and explanations of the different fee categories, visit [Are You Eligible?](#)

READ BEFORE YOU ENROL

Learn about TAFE NSW [Fees](#)

Learn about TAFE NSW [Payment/Funding](#)

RECOGNITION

Recognition is a process of acknowledging previously completed qualifications, skills, knowledge or experience relevant to your course. This may reduce the amount of learning required, reduce your course fees and allow you to achieve your qualification faster.

Learn about Recognition at TAFE NSW [Recognition](#)

Incidental Cost

- Student Association - \$20.00

How to Enrol

Enquire now for Semester 2 2020 and be notified when enrolments open.

TAFE NSW is open for business so to find out more information on this course including when it will start and how it will be delivered (face-to-face, in a virtual classroom, self-paced, online or a mixture), submit an online enquiry by clicking the Enquire Now button on this page. You can also call 131 601 during business hours* to chat with a member of our friendly customer service team.

* Our customer service team are available from Monday to Friday, 9am to 5pm AEST.

Units

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|-----------|---|
| BSBPRO401 | Develop product knowledge |
| BSBREL402 | Build client relationships and business networks |
| BSBSLS407 | Identify and plan sales prospects |
| BSBSLS408 | Present, secure and support sales solutions |
| BSBCMM401 | Make a presentation |
| BSBMKG401 | Profile the market |
| BSBMKG408 | Conduct market research |
| BSBMKG413 | Promote products and services |
| BSBMKG419 | Analyse consumer behaviour |
| BSBMKG418 | Develop and apply knowledge of marketing communication industry |
| BSBRES411 | Analyse and present research information |

Career Opportunities

- Sales Agent
- Sales Account Assistant
- Sales Representative