



# AUSTRALIAN NATIONAL COLLEGE

## SIR50116 Diploma of Retail Leadership

Management and Commerce

CRICOS Course Code 094976K



Retail

### Course Description

This qualification reflects the role of individuals who manage a retail business, multiple retail stores or departments, following a business strategy to deliver profitable results for the organisation. These individuals support senior management and provide leadership to retail teams. They plan and evaluate the work of self and others, operating with autonomy and responsibility for personal outputs.

This qualification provides a pathway to work in a range of retail settings including speciality retailers, supermarkets, department stores, and quick service restaurants.

Individuals with this qualification are able to perform roles such as area manager, state manager, senior store manager, cluster manager and small business owner.

### Qualification

Students successfully completing the course will receive the Nationally Recognised qualification; SIR50116 Diploma of Retail Leadership.

### Course Duration

This course is offered full time over 1 year or 52 weeks including holidays on a full time basis.

### Contact Hours

20 hours per week for 40 weeks

*Additionally, students are expected at least **10 hours** of individual study per week not limited to research, learning activities and assessment activities utilising the facilities and resources available at ANC.*

### Tuition Fee

AUD\$ 9,500

*Fees and Charges are subject to change with prior notice.  
Material Fee will be charged extra.*

### Training Location

- Level 1, 58 Franklin Street, Melbourne 3000  
(Classes as per scheduled timetable)

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### Entry Requirements

Entry to this qualification is open to individuals who:

- have achieved a Certificate IV in Retail Management or
- have relevant industry employment experience in a job role that has involved the application of skills and knowledge described in core units of competency from the SIR40316 Certificate IV in Retail Management.

### Age Requirements

ANC has a requirement that all students must be over 18 years of age at the commencement of course.

### Academic Requirements

To gain entry to this course, applicants should have successfully completed home country equivalent to an Australian Year 12 qualification.

For further information refer to the Equivalent Qualifications on the Victorian Curriculum and Assessment Authority (VCAA) website: <http://www.vcaa.vic.edu.au/Pages/vce/vcerecognition/equivals/equiv-yr12.aspx>

### English Language Requirements

All International Students entering this qualification must have a minimum English Language proficiency level of one of the below:

#### *You should qualify in any one of the following:*

An English Language proficiency level of one of the following:

- IELTS overall band of 5.5 or equivalent internationally recognised exam result in line with DHA regulations;
- TOEFL iBT test score band of 46 equivalent or above;
- PTE Academic band score 42 equivalent or above;
- Cambridge English Advanced (CAE) test score band of 162 equivalent or above;
- OET score band Pass equivalent or above;
- Successful completion of Senior Secondary certificate of education in Australia conducted in medium of English;
- Completion of a full time studies in Australia towards a Certificate III or above;
- English as the first language;
- Satisfactory completion of the EAL course/English language course or satisfactory completion of 10-20 weeks ELICOS from a National ELT Accreditation Scheme (NEAS) Accredited English Institution with an IELTS score of 5.0;
- OR any other form of test which satisfies the Institution.

### Teaching Method

Teaching is conducted in the classroom. The delivery will include face to face teaching, lectures, discussions, research, learning activities and group work.

### Assessment

Assessments comprise of activities, report, questions, projects, case studies. Skills will be assessed using role plays or simulated activities, set up for the purpose of assessment, in a simulated industry environment.

### Course Structure

#### Units of Competency

(10 units including 4 core & 6 elective units)

#### Code

#### Title

##### Core Units

- SIRRSTR001 Undertake strategic planning in retail
- SIRXCHA002 Lead the change process
- SIRXMGT003 Provide leadership to others
- SIRRRTF003 Drive retail profitability

##### Elective Units

- BSBFLM312 Contribute to team effectiveness
- BSBINN301 Promote innovation in a team environment
- SIRRINV002 Control stock
- BSBLDR501 Develop and use emotional intelligence
- BSBLDR502 Lead and manage effective workplace relationships
- BSBWHS501 Ensure a safe workplace

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