Certificate IV in Business

BSB40215

EXPAND YOUR BUSINESS CAREER OPTIONS WITH A WIDE CHOICE OF BUSINESS SUBJECTS
About This Course

Build on your existing office skills with the Certificate IV in Business. Ensure that you have the necessary safety and customer service management skills and also enjoy the widest choice of business subjects and electives possible. This creates a learning platform that can suit any combination of business skills needed and match your interests.

Diversify your business skills by taking subjects in marketing, leadership, administration or human resources. The list goes on! The Certificate IV in Business gives you the flexibility to be able to focus on subject areas that YOU want to learn about. If there are subjects you would like to do, but they are not listed, do not hesitate to get in touch.

Subject Choices

- Promote a Safe Work Team
- Co-ordinate Customer Service (E)
- Word Processing - Advanced (E)
- Write Complex Business Documents (E)
- Prioritising to Achieve Team Goals (E)
- Implement Sustainability (E)
- Risk Management Fundamentals (E)
- Marketing Promotions (E)
- Spreadsheet - Advanced (E)
- Meetings and Business Travel (E)
- Presentation Delivery (E)
- Business Networks (E)
- Coaching Teams (E)
- Leadership Skills (E)
- Quality Management Principles (E)
- Team Effectiveness (E)
- Operational Planning (E)
- Sales Planning (E)
- Human Resource Management (E)
- Recruitment Best Practice (E)
- Performance Management Practices (E)
- Workplace Relations (E)
- More electives available
Key Course Facts

Start Date:  
Start immediately

Duration:  
Complete within 12 months

Delivery Options:  
On-line/Correspondence

Group Training:  
Workshops available

Course Fees: $4,400  
All materials provided at no extra cost

The course fees may vary if you are a trainee or if the state that you reside in has a subsidised training opportunity. Refer to the tables below.

New Entrant Traineeship Fees for this Qualification:

NSW | ACT | NT | QLD | SA | TAS | VIC | WA
---|---|---|---|---|---|---|---
$1,000 | $1,540 | $4,400 | $4,400 | $4,400 | $4,400 | $4,400 | $975

Existing Worker Traineeship Fees for this Qualification:

NSW | ACT | NT | QLD | SA | TAS | VIC | WA
---|---|---|---|---|---|---|---
$1,540

School Based Traineeship Fees for this Qualification:

NSW | ACT | NT | QLD | SA | TAS | VIC | WA

Subsidised Training Options for this Qualification:

NSW | ACT | NT | QLD | SA | TAS | VIC | WA
---|---|---|---|---|---|---|---
$1,580
$1,850

* NSW fees depend on previous qualification levels
** Subject to eligibility and availability at the time of enrolment
Entry Requirements

Reading and Writing Skills
The course is an online correspondence course so you need to have average English reading and writing skills, or higher. As a guide - you should have completed Year 12 schooling, or have sound workplace written communication skills.

Spoken English Skills
Some components of this course have practical components where students will be required to demonstrate verbal communication skills as part of their assessments. Average English skills are necessary to complete these components successfully.

Numeracy Skills
Numeracy skills are required at an average level eg completion of Year 10 maths and the ability to use a calculator.

Computer and Internet
- Access to a Desktop Computer or Laptop
- Internet access with Internet Explorer 8+, Chrome or Firefox
- Microsoft Office 2010 Word and Subject specific Office products for chosen electives (ie Excel, Powerpoint, Publisher)

Other
- Ability to study and conduct assessments in a safe environment
**Subject Descriptions**

**Core Subjects:**

**Promote a Safe Work Team**

Learn about the strict legal obligations supervisors and team leaders have under safety legislation. Completion of this subject will give you practical skills to identify, risk assess and control safety concerns. You will be better equipped to understand safety statistics and identify factors that can reduce injuries whilst ensuring business productivity and profitability.

Unit(s):
- BSBWHS401 - Implement and monitor WHS policies, procedures and programs to meet legislative requirements

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**Elective Subjects: 3 - 6 Electives are required (depending on subjects chosen)**

**Co-ordinate Customer Service**

Providing good service to your internal and external customers is a critical responsibility for managers. Learn how to identify the key aspects of service delivery important to your customers, and how to train staff to deliver this.

Unit(s):
- BSBCUS401 - Coordinate implementation of customer service strategies
- BSBCUS402 - Address customer needs
- BSBCUS403 - Implement customer service standards

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**Word Processing - Advanced**

Building on your basic knowledge of word processing, this subject goes into time saving techniques such as mail merge, the creation of template documents and handling multiple paged documents. You will learn how to insert applications and design and layout documents, as well as to follow and create your own style guides. This subject will also cover linking and embedding objects, formulas, fields and macros into your documents, including interactive fields and electronic forms.

Unit(s):
- BSBITU401 - Design and develop complex text documents

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**Write Complex Business Documents**

This subject addresses the skills and knowledge required to plan documents, draft text and produce documents of some complexity such as reports, detailed letters and proposals and general promotion documents.

Unit(s):
- BSBWRT401 - Write complex documents
Prioritising to Achieve Team Goals

Achieving goals is at the heart of leadership success. You will learn how to set effective targets and priorities to maximise your productivity and results. This subject covers how to assess urgency and priorities, plan work schedules, monitor individual and team performance and set professional development goals.

Unit(s):
BSBWOR403 - Manage stress in the workplace
BSBWOR404 - Develop work priorities

Implement Sustainability

Significant cost savings can be made by managing workplace technology in a sustainable way. This subject looks at ways to cost equipment replacement, consumables and maintenance, and how to apply "green" practices that benefit the business as well as the environment.

Unit(s):
BSBSUS401 - Implement and monitor environmentally sustainable work practices
BSBADM409 - Coordinate business resources

Risk Management Fundamentals

This subject covers risk context and identification, which includes risk management processes, risk identification, and documentation. It looks into the analysis of a risk, its cause and risk tolerance. It details strategies for controlling and treating risks as well as reviewing and monitoring of those risks.

Unit(s):
BSBRSK401 - Identify risk and apply risk management processes

Marketing Promotions

This subject covers market segmentation, marketing messages and the promotional mix. Students prepare a marketing plan for 2 different market segments which involves designing a specific promotional activity as well as evaluating the proposal. Spam laws and important consumer laws are covered to ensure relevant laws are addressed in your marketing efforts.

Unit(s):
BSBMKG413 - Promote products and services
BSBMKG414 - Undertake marketing activities
BSBSMB403 - Market the small business

Spreadsheet - Advanced

This advanced subject allows you to build on the basics of working with excel and creating formulas. You will learn how to best layout and show information and create charts, as well as save and store workplace documents safely, efficient computing and hazard identification. You will also learn time saving functions such as named ranges, linking and consolidating data, data tables, array formulas, data validation, macros, templates and cell protection.

Unit(s):
BSBITU402 - Develop and use complex spreadsheets

Meetings and Business Travel

This subject provides the skills and knowledge required to organise effective meetings including the preparation and distribution of meeting related documents such as agendas and minutes. It also covers skills and knowledge required to organise business travel, including preparing travel related documentation and making travel bookings.

Unit(s):
Presentation Delivery

In this subject you will learn to prepare a presentation including session planning and delivery skills. You will learn the importance of considering the target audience and dealing with questions, as well as preparing quality visual aids and content. Students are required to record an actual presentation they deliver and submit to the College for practical assessment and feedback.

Unit(s):
BSBCM401 - Make a presentation

Business Networks

Business networking is an important skill in many roles. This subject looks at ways to identify business networks you should belong to and ways to make valuable contacts when participating. This subject involves practical communication skills and also requires the use of persuasive communication skills.

Unit(s):
BSBREL401 - Establish networks
BSBREL402 - Build client relationships and business networks

Coaching Teams

Team leaders have a key role in coaching individual team members to improved performance. Building the self-confidence of employees to face challenges is critical in meeting team and organisational goals. Coaching teams provides the knowledge, responsibilities and skills a coach needs and to be able to evaluate the effectiveness of the coaching efforts. This subject also covers coaching for performance issues, or to improve sales results and is suited to all workplaces including call centres.

Unit(s):
BSBLED401 - Develop teams and individuals

Leadership Skills

This subject is specifically designed to lay a strong leadership foundation for learners. Focusing on key leadership elements such as communication, organisational behaviour, being a role model, problem solving, delivering feedback and effective decision making, this subject is perfect for anyone looking to build or enhance their leadership skills.

Unit(s):
BSBMGT401 - Show leadership in the workplace
BSBMGT405 - Provide personal leadership

Quality Management Principles

Total Quality Management (TQM) teaches you how to plan for the implementation of continual improvement to organisational processes and products. The end result of which is to meet and exceed customer need. This subject covers both the theoretical and practical things you can do to achieve a competitive advantage, foster a culture where all employees strive to improve and output is maximised. Also covered are measuring customer and stakeholder feedback, the use of interviewing, surveys and consultation along with problem solving, change management and mentoring and coaching.

Unit(s):
BSBMGT403 - Implement continuous improvement
Team Effectiveness

Teams need sound leadership to prosper. This important subject breaks down the art of leading effective teams into the key elements of inspiring trust, effective communication, setting targets and building relationships. Special attention is given to teaching leaders how to successfully manage both individual and team conflict and improve team performance.

Unit(s):
BSBLDR402 - Lead effective workplace relationships
BSBLDR403 - Lead team effectiveness

Operational Planning

This subject covers concepts of operational plans and how to implement the key concepts for planning and budgeting for business. Also covered in this subject are techniques for investigating and actioning problems, working with teams to implement operational plans, HR issues and rostering.

Unit(s):
BSBINM401 - Implement workplace information system
BSBMGT402 - Implement operational plan

Sales Planning

This subject takes you through developing sales plans, budgets and KPIs, as well as achieving sales budget requirements, understanding sales management techniques, promotional activities and working with teams to implement sales plans. It includes topics such as team consultation, team motivation and mentoring as well as cost consciousness.

Unit(s):
BSBSLS501 - Develop a sales plan
FNSSAM402 - Implement a sales plan

Human Resource Management

This subject asks for the review of Human Resource functions, assessment of current policies and procedures against the relevant laws. This subject requires further research to be conducted into the Fair Work Best Practice Guidelines, Equal Employment Opportunity and Anti Discrimination Laws. A short report will ask to review existing procedures and make recommendations to improve practices to promote equality and fair treatment of workers.

Unit(s):
BSBCOM405 - Promote compliance with legislation
BSBHRM404 - Review human resource functions

Recruitment Best Practice

This subject covers the recruitment process, including the many steps involved in vital pre-recruitment activities such as revising job descriptions, advertising vacancies, short-listing and interviewing. Learners are provided with an opportunity to demonstrate their interviewing skills in an interview and reference check role play.

Unit(s):
BSBEMS402 - Develop and implement strategies to source and assess candidates
BSBEMS404 - Manage the recruitment process for client organisations
BSBHRM405 - Support the recruitment, selection and induction of staff

Performance Management Practices

This subject covers the performance management cycle, beginning with a review of existing performance management systems and their alignment with the Fair Work - Best Practice Guidelines. This subject is very practical
with a focus on improving performance appraisals processes. Topics include analysing and resolving of substandard performance and addressing personal problems. It also explores the areas of professional development and the provision of support services.

Unit(s):
BSBHRM403 - Support performance management process

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**Workplace Relations**

This subject takes you through workplace grievance and conflict and reviews the day to day application of employee relations policies and procedures for its effective management. It involves the research and application of relevant anti-discrimination laws, covers Fair Work Guidelines and the National Employment Standards using case studies to illustrate procedures. A check list is provided to help you assess whether or not an Unfair Dismissal has occurred.

Unit(s):
BSBWRK411 - Support employee and industrial relations procedures

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**Office Technology**

In today’s workplace, technology is key. In this subject you will learn about workplace technology and its maintenance, as well as virus protection, maintaining systems integrity and security, applying new technology and managing new technology, as well as equipment consumables and supplies.

Unit(s):
BSBITS401 - Maintain business technology
Service Guarantees

Quality Training Provider
ACCM was one of the first private training Colleges to be given official RTO registration status. 21 years later we have helped over 2 000 employers and 25 000 students achieve their career goals and have been recognised as a state finalist on the NSW Training Awards. We have a history of satisfied students and clients and repeat business. Our testimonials on our website are genuine and the type of feedback we receive daily. We are so confident that you will be pleased with the College service, that we guarantee it.

Speedy Paper-less Enrolment
Enrolment Applications are accepted 24/7 online. Be fully enrolled in your course in 7 minutes! For customised or employment based courses and traineeships contact us and we will send you a customised enrolment page by email.

Start Anytime - Immediate Enrolment
Within 30 minutes of being enrolled, your personal log-on details are emailed to you. This gives you access to course materials to commence your studies (via our on-line system WebClass).

Industry Expert Student Adviser
You will be allocated your own industry experienced Student Adviser. While they will personally manage your program; you will also benefit from the College team around them to provide expert assistance in all subject areas.

Prompt Results and Feedback
All assessments are promptly returned (via Webclass) with detailed feedback and encouragement. Our goal is to have them back to you in 2 weeks or less. In the meantime you can progress to your next subject.

Personal Contact for the Right Start
When you enrol your College Student Adviser will phone to welcome you to the course. Your Student Adviser will ensure that you understand the best way to progress in your course. They will also assist you with any questions you may have. They will be in regular touch with you at the start of your course to offer motivation, support and guidance. For employment based enrolments they will also make contact with supervisors during this time to address any questions they may have.

Pro-active Learner Support
The support won't stop! Contact from your College Student Adviser will continue every month, based on the level of help you need. Of course, at any time you can call us to get help. Get immediate assistance over the phone and by email. If immediate assistance is unavailable for any reason, we will make sure a qualified Student Adviser is in contact with you no later than the next business day.

Quality Course Materials
Our step by step course materials have been written by industry experts specifically for the College. They will give you all of the relevant learner information you need to succeed in your course. The resources simplify industry jargon and concepts, give you industry insight and understanding, and focus on current real world business practices.

Employer Progress Updates
For employment based enrolments all supervisors will be emailed a monthly progress report showing the status of all learners. We understand that its essential to keep you up to date.