

SIR40207 Certificate IV in Retail Management

This qualification is ideally suited for those managing a small to medium retail store or a section or department within a larger retail store. Alternatively, the participant may hold a functional role such as merchandise manager or buyer.

To achieve a Certificate IV in Retail Management, 10 units must be completed including all 3 core units and 7 elective units. A minimum of 4 elective units must be selected from the list below and a maximum of 3 may be selected from Certificate IV and Diploma qualifications Target Training offer from the Business Services package.

SIR40207 Certificate IV Retail Management - Units of Competency	
Core Units	
SIRXMER004A	Manage merchandise and store presentation
SIRXMGT003A	Lead and manage people
SIRXOHS003A	Provide a safe working environment
Elective Units	
BSBCMN410A	Coordinate the implementation of customer services
SIRXCCS004A	Develop business to business relationships
BSBCMN405A	Analyse and present research information
SIRXFIN004A	Manage financial resources
SIRRFSA002A	Monitor food safety program
BSBSBM401A	Establish business and legal requirements
SIRXGLC001A	Monitor compliance with legal and legislative requirements impacting business operations
SIRXHRM001A	Administer human resources policy
SKRXHRM002A	Recruit and select personnel
TAAASS301A	Contribute to assessment
TAAASS401A	Plan and organise assessment
TAADEL402A	Facilitate group-based learning
TAADEL404A	Facilitate work-based learning
BSBCMN406A	Maintain business technology
BSBCMN402A	Develop work priorities
SIRXINV003A	Plan inventory levels
SIRXINV004A	Buy merchandise
SIRINV005A	Control inventory
SIRXMER003A	Monitor in-store visual merchandising display
SIRXMER006A	Present products
SIRXMER007A	Demonstrate merchandising and category presentation skills
BSBCMN407A	Coordinate business resources
BSBFLM406A	Implement workplace information systems
BSBFLM505B	Manage operational plan
BSBSBM404B	Undertake business planning
SIRXMPR001A	Profile a retail market
SIRXMPR004A	Market products
SIRXMPR005A	Seize a business opportunity
SIRXPRO001A	Maximise sales of branded products
SIRXPRO002A	Implement product recalls
BSBFLM409B	Implement continuous improvement
SIRXQUA002A	Lead a team to foster innovation
SIRXQUA003A	Create an innovative work environment
SIRXQUA004A	Set up systems that support innovation
SIRXQUA005A	Maintain operational quality and productivity
SIRXRSK004A	Control store security
SIRXSLS005A	Manage sales and service delivery
SIRXSLS006A	Lead a sales team
SIRXSLS007A	Train sales team members