

## TRAINING AND ASSESSMENT STRATEGY

**THE G & S TAYLOR-EDWARDS TRUST  
SUCCESS RESOURCES INTERNATIONAL PTY LTD**

<b>ABN</b>	95 916 441 132		
<b>ACN</b>	100 677 807		
<b>DELIVERY PERIOD</b>	October 2008 – July 2009		
<b>CODE AND TITLE OF QUALIFICATION</b>	BSB 40207 Certificate IV in Business		
<b>QUALIFICATION RULES</b>	10 units in total	4 core units plus	6 elective units
<b>QUALIFICATION RULES</b>	Elective units must be relative to the work outcome, local industry requirements and the qualification level.		
<b>UNITS OF COMPETENCY</b>	<b>Code</b>	<b>Title</b>	<b>C / E</b>
<b>UNITS OF COMPETENCY</b>	BSBINN301A	Promote innovation in a team environment	E
<b>UNITS OF COMPETENCY</b>	BSBWOR404A	Develop work priorities	E
<b>UNITS OF COMPETENCY</b>	BSBMGT401A	Show leadership in the workplace	C
<b>UNITS OF COMPETENCY</b>	BSBMKG413A	Promote products and services	E
<b>UNITS OF COMPETENCY</b>	BSBWOR401A	Establish effective workplace relationships	E
<b>UNITS OF COMPETENCY</b>	BSBCUS401A	Coordinate implementation of customer service strategies	E
<b>UNITS OF COMPETENCY</b>	BSBWOR402A	Promote team effectiveness	C
<b>UNITS OF COMPETENCY</b>	BSBMGT403A	Implement continuous improvement	E
<b>UNITS OF COMPETENCY</b>	BSBMGT402A	Implement operational plan	C
<b>UNITS OF COMPETENCY</b>	BSBOHS407A	Monitor a safe workplace	C
<b>CLIENT (S)</b>	The key clients for this qualification are members of the Retail Automotive Sector who have commenced a management role within their organisation, or, have been identified for promotion for a management position. Other prospective trainees that may attend this course are:		
<b>CLIENT (S)</b>	Workers from the Retail Automotive Sector Current managers without formal qualifications	Personal professional development to assist in promotion opportunities	
<b>DELIVERY AND ASSESSMENT ARRANGEMENTS</b>	<b>Duration</b>		
<b>DELIVERY AND ASSESSMENT ARRANGEMENTS</b>	The program is delivered over a period of twenty (20) months with an option for an extension. A second option is to run the program twice a month which will reduce the term to 10 months		