Retail
Certificate IV in Retail Management
Course code: SIR40316

Tailor a specific program to suit business needs

Want to progress with your career in the retail industry with on-the-job training? The SIR40316 Certificate IV in Retail Management is a nationally recognised qualification that provides the practical skills and knowledge you need to be competent in frontline management to lead an effective and productive retail team in today’s fast paced environment. A qualification in retail can teach you the art of winning and keeping customers, boosting sales, building efficient teams, and maximising profit potential all while working in a fun and vibrant work environment.

Practical Skills
Our industry-expert trainers ensure you are equipped with the skills to develop effective business leadership, manage marketing and merchandising, finance control, inventory and workplace health and safety. You will develop practical skills to manage your retail environment to be competitive and sustainable in today’s economy.

Employment Outcomes
• Store Manager
• Department Manager
• Merchandise Manager
• Sales Manager
• Shift Manager
• Small Business Retail Owner

Delivery Mode | Location | Study Mode | Start Date | Duration
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Workplace Delivery | ACT, NSW, QLD, SA, TAS, VIC, WA | Part time, Full time | Contact us | 12 to 24 months

13 6963 megtinstitute.edu.au

National Provider Code 3945
MEGT (Australia) Ltd trading as MEGT Institute ABN 85 006 266 280
Information accurate as at Wednesday, February 15, 2017
Recognition of Prior Learning (RPL)

Recognition of Prior Learning (RPL) is a process where a student may be granted credit or partial credit towards a qualification in recognition of skills and knowledge gained through work experience, life experience and/or formal training.

Entry requirements

Students must complete a study skills assessment for basic literacy and numeracy. MEGT Institute require students enrolling in this workplace-based course to be employed in a retail services environment performing a range of retail duties and are supervised and supported in the workplace.

Entry to this qualification is open to individuals who have:

- achieved a Certificate III in Retail, or
- have relevant industry employment experience in a job that has involved the application of skills and knowledge described in core units of competency from the SIR30216 Certificate III in Retail.

Evidence of industry employment experience can be supported by employer testimonials, position descriptions, and an informal interview with an MEGT representative.

The core units of competency from the SIR30216 Certificate III in Retail training package are:

- SIRXCEG001 Engage the customer
- SIRXCEG002 Assist with customer difficulties
- SIRXCEG003 Build customer relationships and loyalty
- SIRXCOM002 Work effectively in a team
- SIRXIND001 Work effectively in a service environment
- SIRXRSK001 Identify and respond to security risks
- SIRXSLS001 Sell to the retail customer
- SIRXWHS002 Contribute to workplace health and safety

Training and assessment methods

Students receive access to engaging, interactive course content and coaching and mentoring by a qualified MEGT Institute facilitator. A combination of assessment tasks including written reports, question and discussions and projects will be utilised for assessment. We also value the role of the workplace in the assessment process and ask supervisors to provide feedback on the students’ abilities via an easy to complete third party report.

Fees and funding

For the latest information on our course fees please visit our website megtinstitute.edu.au/fees. There are different types of Government funding available to assist you when you are studying. These vary from state to state. Eligibility criteria apply.