



**Australian Government**

**BSB40320 Certificate IV in  
Entrepreneurship and New Business**

**Release 2**

## BSB40320 Certificate IV in Entrepreneurship and New Business

### Modification History

Release	Comments
Release 2	<p>This version first released with BSB Business Services Training Package Version 8.0.</p> <p>Three newly created units for organisational disruption were added to Group B Transferable Skills electives:</p> <ul style="list-style-type: none"> <li>• BSBOPS407X Support organisational response to disruption</li> <li>• BSBOPS506X Plan for organisational disruption</li> <li>• BSBOPS507X Manage organisational response to disruption.</li> </ul>
Release 1	<p>This version first released with BSB Business Services Training Package Version 7.0.</p>

### Qualification Description

This qualification reflects the role of individuals establishing or operating a business providing self-employment, as well as those establishing a new venture as part of a larger organisation.

These individuals use well developed skills and a broad knowledge base to solve a range of unpredictable problems, and analyse and evaluate information from a variety of sources. They may provide leadership and guidance to others and have responsibility for the output of others.

#### Licensing/Regulatory Information

No licensing, legislative or certification requirements apply to this qualification at the time of publication.

### Entry Requirements

Nil

### Packaging Rules

Total number of units = 10

**4 core units** plus

**6 elective units**, of which:

- 2 elective units must be selected from Group A
- for the remaining 4 elective units:
  - up to 3 units may be selected from Group A
  - up to 4 units may be selected from Group B
  - if not listed, up to 2 units may be selected from a Certificate III, Certificate IV or Diploma from this or any other currently endorsed Training Package qualification or accredited course.

Elective units must be relevant to the work environment and the qualification, maintain the integrity of the AQF alignment and contribute to a valid, industry-supported vocational outcome.

### **Core units**

BSBESB401 Research and develop business plans

BSBESB402 Establish legal and risk management requirements of new business ventures

BSBESB403 Plan finances for new business ventures

BSBESB404 Market new business ventures

### **Elective units**

#### **Group A – Entrepreneurship and New Business**

BSBESB301 Investigate business opportunities

BSBESB302 Develop and present business proposals

BSBESB405 Manage compliance for small businesses

BSBESB406 Establish operational strategies and procedures for new business ventures

BSBESB407 Manage finances for new business ventures

#### **Group B – Transferable Skills**

BSBCRT411 Apply critical thinking to work practices

BSBCRT413 Collaborate in creative processes

BSBCRT512 Originate and develop concepts

BSBFIN401 Report on financial activity

BSBHRM415 Coordinate recruitment and onboarding

BSBHRM523 Coordinate the learning and development of teams and individuals

BSBINS401 Analyse and present research information

BSBINS410 Implement records systems for small business

BSBLDR412 Communicate effectively as a workplace leader

BSBLDR413 Lead effective workplace relationships

BSBLDR521 Lead the development of diverse workforces

BSBLEG421 Apply understanding of the Australian legal system

BSBMKG431 Assess marketing opportunities

BSBMKG434 Promote products and services

BSBOPS401 Coordinate business resources

BSBOPS404 Implement customer service strategies

BSBOPS407X Support organisational response to disruption

BSBOPS506X Plan for organisational disruption  
BSBOPS507X Manage organisational response to disruption  
BSBPEF401 Manage personal health and wellbeing  
BSBPEF403 Lead personal development  
BSBPMG430 Undertake project work  
BSBPRC402 Negotiate contracts  
BSBSTR401 Promote innovation in team environments  
BSBSTR501 Establish innovative work environments  
BSBSUS411 Implement and monitor environmentally sustainable work practices  
BSBTEC403 Apply digital solutions to work processes  
BSBTEC404 Use digital technologies to collaborate in a work environment  
BSBTEC405 Review and maintain organisation's digital presence  
BSBTWK401 Build and maintain business relationships  
BSBWHS411 Implement and monitor WHS policies, procedures and programs  
BSBXBD403 Analyse big data  
BSBXCM401 Apply communication strategies in the workplace  
BSBXCS402 Promote workplace cyber security awareness and best practices  
BSBXTW401 Lead and facilitate a team  
FNSACC416 Set up and operate a computerised accounting system  
PSPGEN028 Provide a quotation  
SIRXECM003 Design an ecommerce site  
SIRXMKT006 Develop a social media strategy  
SIRXOSM005 Develop a basic website for customer engagement

## Qualification Mapping Information

Supersedes and is equivalent to BSB42618 Certificate IV in New Small Business.

Supersedes but is not equivalent to BSB42518 Certificate IV in Small Business Management.

## Links

Companion Volume Implementation Guide is found on VETNet -

<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=11ef6853-ceed-4ba7-9d87-4da407e23c10>