



Australian Government

Department of Education, Employment and Workplace Relations

BSB50807 Diploma of International Business

Revision Number: 1

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Modification History

Not applicable.

Description

Descriptor

This qualification reflects the role of individuals who possess a sound theoretical knowledge base in international business management and demonstrate a range of managerial skills to ensure that international business activities are conducted effectively in an organisation or business area. Typically they would have responsibility for the work of other staff and lead teams in conducting international business activities.

Job roles

Job roles and titles vary across different industry sectors. Possible job titles relevant to this qualification include:

- export manager
- import manager
- trade manager.
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Pathways Information

Qualification pathways

Entry requirements

There are no entry requirements for this qualification.

Pathways into the qualification

Preferred pathways for candidates considering this qualification include:

- BSB41107 Certificate IV in International Trade or other relevant qualification
- or
- with vocational experience working in an international business environment but without formal international business qualifications.

Pathways from the qualification

- BSB60207 Advanced Diploma of Business or other Advanced Diploma qualifications
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Licensing/Regulatory Information

Licensing, legislative, regulatory or certification considerations

There is no direct link between this qualification and licensing, legislative or regulatory requirements. However, where required, a unit of competency will specify relevant licensing, legislative or regulatory requirements that impact on the unit.

Entry Requirements

Not applicable.

Employability Skills Summary

EMPLOYABILITY SKILLS QUALIFICATION SUMMARY

The following table contains a summary of the employability skills required by industry for this qualification. The employability skills facets described here are broad industry requirements that may vary depending on qualification packaging options.

Employability skill	Industry or enterprise requirements for this qualification include:
Communication	<ul style="list-style-type: none"> • communicating ideas and information taking into consideration international clients' diverse social and cultural needs • developing international business networks and maintaining relationships domestically and internationally • using excellent interpersonal skills and producing a wide range of reports and visual presentations
Teamwork	<ul style="list-style-type: none"> • coaching and mentoring staff and others in conducting businesses in new and unusual environments • defining performance measures and working collaboratively with team members • delegating and briefing various personnel on their roles and responsibilities regarding the implementation of organisational plans • managing and providing feedback on individual and team performance
Problem-solving	<ul style="list-style-type: none"> • assessing the financial viability of new opportunities and matching organisational capability with market needs • developing a range of options in response to difficulties arising from conducting business in a complex environment
Initiative and enterprise	<ul style="list-style-type: none"> • developing new approaches and innovative strategies to increase performance • identifying new and emerging opportunities for the business and developing strategies to capitalise on them
Planning and organising	<ul style="list-style-type: none"> • allocating resources to meet organisational requirements • collecting, collating and analysing information using appropriate workplace business systems • evaluating and assessing product performance in international markets • planning for contingencies to ensure client needs are met
Self-management	<ul style="list-style-type: none"> • managing own time effectively • meeting compliance requirements • working within organisational policies and procedures and legislative requirements

EMPLOYABILITY SKILLS QUALIFICATION SUMMARY

Learning	<ul style="list-style-type: none"> determining staff needs for re-training or induction to new systems, and new skill development providing learning and development opportunities to team members updating own knowledge on social, economic, political and business trends in international environments
Technology	<ul style="list-style-type: none"> creating presentations using a range of media using business technology, such as computers, word processing and document management software using online technologies for research and marketing purposes

Packaging Rules**Packaging Rules****Total number of units = 8****8 elective units****5 elective units** must be selected from the Group A units listed below.**1 elective unit** must be selected from either the Group A units or Group B units listed below.**2 elective units** may be selected from the Group A or Group B units listed below, from this Training Package or from any current accredited course or endorsed Training Package at this qualification level or Certificate IV or Advanced Diploma level.

Elective units must be relevant to the work outcome, local industry requirements and the qualification level.

*Group A***Financial administration**

BSBFIA501A Report on finances related to international business

Marketing

BSBMKG511A Analyse data from international markets

BSBMKG512A	Forecast international market and business needs
BSBMKG513A	Promote products and services to international markets
BSBMKG516A	Profile international markets
BSBMKG517A	Analyse consumer behaviour for specific international markets

Relationship management

BSBREL501A	Build international client relationships
BSBREL502A	Build international business networks

*Group B***Customer service**

BSBCUS501B	Manage quality customer service
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Financial management

BSBFIM501A	Manage budgets and financial plans
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Information management

BSBINM501A	Manage an information or knowledge management system
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Innovation**BSBINN501A Establish systems that support innovation****BSBINN502A Build and sustain an innovative work environment****Learning and development**

BSBLED501A	Develop a workplace learning environment
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Management

BSBMGT502B	Manage people performance
BSBMGT515A	Manage operational plan
BSBMGT516C	Facilitate continuous improvement

Occupational health and safety

BSBOHS509A	Ensure a safe workplace
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Project management

BSBPMG501A	Manage application of project integrative processes
BSBPMG502A	Manage project scope
BSBPMG503A	Manage project time
BSBPMG504A	Manage project costs
BSBPMG505A	Manage project quality
BSBPMG506A	Manage project human resources

BSBPMG507A	Manage project communications
BSBPMG508A	Manage project risk
BSBPMG509A	Manage project procurement
BSBPMG510A	Manage projects
Risk management	
BSBR5K501A	Manage risk
Sustainability	
BSBSUS501A	Develop workplace policy and procedures for sustainability
Workplace effectiveness	
BSBWOR501A	Manage personal work priorities and professional development
BSBWOR502B	Ensure team effectiveness