BSB40615 Certificate IV in Business Sales

Modification History

<table>
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<th>Release</th>
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<tbody>
<tr>
<td>Release 3</td>
<td>This qualification first released with BSB Business Services Training Package Version 3.0. Version created to update codes and titles in unit list.</td>
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<tr>
<td>Release 2</td>
<td>This version released with BSB Business Services Training Package Version 2.0. Version created to update unit list.</td>
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<tr>
<td>Release 1</td>
<td>This version first released with BSB Business Services Training Package Version 1.0.</td>
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Qualification Description

This qualification is suitable for individuals with well-developed sales skills across a range of business sales contexts. They may problem-solve, provide leadership to others and analyse a range of information. Typically, people in this role would report to a more senior business sales practitioner.

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:
- 4 elective units must be selected from the elective units listed below
- 2 elective units may be selected from the elective units listed below, from this Training Package or from any current accredited course or endorsed Training Package at this qualification level or Certificate III or Diploma level.

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**

- BSBPRO401 Develop product knowledge
- BSBREL402 Build client relationships and business networks
- BSBSLS407 Identify and plan sales prospects
- BSBSLS408 Present, secure and support sales solutions

**Elective Units**

- BSBCUS401 Coordinate implementation of customer service strategies
- BSBCUS402 Address customer needs
- BSBFIA412 Report on financial activity
- BSBADM405 Organise meetings
- BSBADM406 Organise business travel
- BSBADM409 Coordinate business resources
- BSBINT401 Research international business opportunities
- BSBCM401 Make a presentation
- BSBITU311 Use simple relational databases
- BSBITU402 Develop and use complex spreadsheets
- BSBLDR402 Lead effective workplace relationships
- BSBLDR403 Lead team effectiveness
- BSBMKG401 Profile the market
- BSBMKG408 Conduct market research
- BSBMKG413 Promote products and services
- BSBMKG414 Undertake marketing activities
- BSBMKG415 Research international markets
- BSBMKG416 Market goods and services internationally
- BSBMKG417 Apply marketing communication across a convergent industry
- BSBMKG418 Develop and apply knowledge of marketing communication industry
BSBMKG419 Analyse consumer behaviour
BSBWHS401 Implement and monitor WHS policies, procedures and programs to meet legislative requirements
BSBREL401 Establish networks
BSBREL403 Implement international client relationship strategies
BSBRES411 Analyse and present research information
BSBSLS501 Develop a sales plan
BSBSLS502 Lead and manage a sales team
BSBSUS401 Implement and monitor environmentally sustainable work practices
FNSSAM402 Implement a sales plan

Qualification Mapping Information

<table>
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<th>Code and title current version</th>
<th>Code and title previous version</th>
<th>Comments</th>
<th>Equivalence status</th>
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<tbody>
<tr>
<td>BSB40615 Certificate IV in Business Sales Release 3</td>
<td>BSB40615 Certificate IV in Business Sales Release 2</td>
<td>Updated codes and titles in unit list</td>
<td>Equivalent qualification</td>
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Links

Companion Volume implementation guides are found in VETNet - https://vetnet.education.gov.au/Pages/TrainingDocs.aspx?q=11ef6853-ceed-4ba7-9d87-4da407e23c10