



Australian Government

BSB50807 Diploma of International Business

Release 3

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Modification History

Release	Comments
Release 3	New release of this Qualification with <i>BSB07 Business Services Training Package version 7.0</i> . BSBOHS elective unit updated with the BSBWHS unit and imported elective units updated with the most current equivalent.
Release 2	New release of this Qualification with <i>BSB07 Business Services Training Package version 6.0</i> . BSBWOR501A updated to BSBWOR501B.
Release 1	Initial release of this Qualification.

Description

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.

Pathways Information

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.

Licensing/Regulatory Information

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

There are no entry requirements for this qualification.

Employability Skills 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
Learning	<ul style="list-style-type: none"> determining staff needs for re-training or induction to new

	<p>systems, and new skill development</p> <ul style="list-style-type: none">• 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

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

BSBMKG516B 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

BSBCUS501C Manage quality customer service

Financial management

BSBFIM501A Manage budgets and financial plans

Information management

BSBINM501A Manage an information or knowledge management system

Innovation

BSBINN501A Establish systems that support innovation

BSBINN502A Build and sustain an innovative work environment

Learning and development

BSBLED501A Develop a workplace learning environment

Management

BSBMGT502B Manage people performance

BSBMGT515A Manage operational plan

BSBMGT516C Facilitate continuous improvement

Work health and safety

BSBWHS501A Ensure a safe workplace

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

BSBR5K501B Manage risk

Sustainability

BSBSUS501A Develop workplace policy and procedures for sustainability

Workplace effectiveness

BSBWOR501B Manage personal work priorities and professional development

BSBWOR502B Ensure team effectiveness