



Dual Qualification

BSB50120 Diploma of Business

BSB50120 Diploma of Business (Business Development)

Professional Development

Great for Business Development Managers, Sales Managers, Account Managers and Marketing Managers.

Is this course for me...

YES! If you are looking to create opportunities that drive growth for your organisation.

During this business course you will learn how to build and maintain business relationships, promote products and services, develop social media engagement plans, and implement customer service strategies that drive growth for your business.

How will this Course help my Career...

- Discover more about your new place of employment - Policies, Procedures, and how it all works.
- A proactive way to settle into your new role quickly
- Show your commitment to your new job and profession.
- Your pathway into University! Gain entry into 2nd year University (Accounting, Business, Management, IT, or Hospitality studies) or entry into a 1st Year University Degree with over 30 courses to choose from.
- Eligibility for a membership with Professional Associations, such as Institute of Managers and Leaders and The Australian Institute of Office Professionals

What Qualifications will I Gain...

After completion of the 12 month program, you will gain your:
BSB50120 Diploma of Business
BSB50120 Diploma of Business (Business Development)

Gain your qualifications NOW while your Employer will pay for it!

Here's what one of our students thinks...

"I found the training has a significant impact on my life in term of personal growth.

Doing the assessments gave me a renewed passion for business. Implementing the marketing units has increased my clients.

I believe the training helped me with a goal for the future. Not to mention the support I received was exemplary."

Louise Austin

Here's what another student thinks...

"This course has given me the confidence and skills to apply for the job of business development manager.

My studies apply to my work. I have grown as a person whilst undertaking this course and would recommend it."

Watipa Ngwenya

- **Diploma of Business BSB50120**
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How is this program delivered?

A very simple process that most find interesting, and rewarding.

1-1 Training Program:

- Online access 24/7 to everything you need – course materials, assessments, resource libraries...
- No Exams. No Essays. No college or workshop attendance required
- Complete your assessments based on projects in your current role.
- Monthly Phone appointments with your Trainer – to understand the assessment requirements, determine what evidence you already have and what is needed to complete for each unit, discuss the topic...
- Regular Tutorials via Zoom available to get all your questions answered as needed
- Regular phone sessions with your Completion Coach/Tutor – to help you through the units, sort out any issues, keep you on-track...
- Complete all units over the 12 month period
- Qualification awarded + online graduation celebration

How much time will this course take?

The course runs over 12 months.

Your qualification will be issued after 12 months, when all the units have been completed.

Your assessments may take around 4 hours per week, or perhaps less if you have experience.

As they are work-based projects, you may be able to get some of it done during your work hours. If you have experience, this may be a hunting and gathering exercise for you and then just answer the questions based on your work.

Units

There are **12 units** in this qualification.

BSBMKG546
Develop social media engagement plans

BSBMKG434
Promote products and services

BSBOPS404
Implement customer service strategies

BSBOPS505
Manage organisational customer service

BSBTWK401
Build and maintain business relationships

BSBCRT511
Develop critical thinking in others

BSBFIM501
Manage Budgets & financial plans

BSBOPS501
Manage business resources

BSBSUS511
Develop workplace policies and procedures for sustainability

BSBXCM501
Lead communication in the workplace

BSBOPS504
Manage business risk

BSBTWK503
Manage meetings



NEXT STEPS

Let your Employer know that this is the course you wish to do, and complete the **Employee Expression of Interest Form.**