

Diploma of Retail Leadership

SIR50116

Future leaders for the retail industry

This qualification equips individuals with the in-demand skills to effectively lead people and teams, and manage a retail business, retail store(s) or department(s). Through this highly engaging course, participants will enhance their existing knowledge and build new skills to progress their careers into higher management positions.

Australian Retailers Association
Retail Institute
Level 1
112 Wellington Parade
East Melbourne

Prepared for:
Diploma Retail Leadership
Version 1c.22





Enhance your retail career

Progressing your management career within the retail sector



Apply your skills from other industries

Apply your existing skills and knowledge to the retail sector



Acquire transferable skills

Acquire both technical and soft skills which are transferable to other industries or roles in the future



Step up with retail skills and experience

Step up your retail skills, experience and connections that lift your career progression to the top of the pile

About Us

As a training provider under the banner of the Australian Retailers Association, the ARA Retail Institute provides education and consulting solutions to ARA members and the broader retail industry. Managed by a group of highly skilled retailers, the Registered Training Organisation is attuned to the needs of the industry and delivers support that is progressive and aligned with our participant's development plans.

Target Audience

Participants enrolling in this qualification will be employed in a Retail environment and will have completed a Certificate IV in Retail and /

or have relevant experience in retail management, retail operation or the broader retail sector.

Job Roles

Individuals with this qualification are able to perform roles such as area manager, state manager, senior store manager, cluster manager and small business owner.



Retail is the second largest employer in Australia

Course Duration

This course will be delivered over 10 months, with scheduled workshops 1 day (7 hours per day) per month.



Course delivery model

The total Volume of Learning will comprise of the following:

[+] **Structured activities (Amount of training)** that include

- 10 sessions of 7 hours = 70 hours

[+] **Unstructured activities** that include

- Scheduled support via mobile or zoom: Approx. 10 hours (1 hour per month)
- Self-pace study & next session preparation: Approx. 20 hours per month x 10 months = 200 hours
- On-the-job application and evidence: 150 hours per month x 10 months = 1500 hours

Total **Amount of Training:** 70 Hours

Total **Volume of Learning:** 1780 Hours

**“Build your own dreams,
or someone else will hire you
to build theirs.”**

— Farrah Gray

Unit Overview

10 units must be completed

- 4 core units
- 6 elective units

Communicate with Influence

1	BSBPEF502 - Develop and use emotional intelligence*	Elective
2	BSBCMM511 - Communicate with influence	Elective

Manage Change & People Performance

3	SIRXMG003 - Provide leadership to other	Core
4	BSBLDR522 - Manage people performance	Elective
5	SIRXCHA002 - Lead the change process	Core

Establish High Performing Teams

6	BSBTWK502 - Manage team effectiveness	Elective
7	BSBLDR523 - Lead and manage effective workplace relationships**	Elective

Lead Strategic Business Planning

8	SIRRSTR001 - Undertake strategic planning in retail	Core
9	BSBOPS502 - Manage business operational plans	Elective
10	SIRRRTF003 - Drive retail profitability	Core

* Supersedes and equivalent to BSBLDR511 - Develop and use emotional intelligence

** Supersedes BSBLDR502 - Lead and manage effective workplace relationships

Assessment Methods

Your competencies for each unit will be assessed through the following assessment methods:

Knowledge Assessment Tool (KAT)

These assessments address the knowledge evidence of the units of competency in the form of written answers.

Skills Application Tool (SAT)

These assessments address the performance evidence of the units of competency in the form of practical demonstrations.

The assessment process gathers evidence to demonstrate competency. Participants are advised of assessment requirements at the beginning of each unit. Assessment tasks are clearly documented showing what is required to achieve competency in each unit.



Entry Requirements



Qualification entry requirement

have achieved a Certificate IV in Retail Management

or

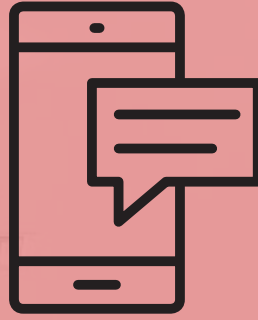
have relevant work experience in a frontline management role which involved monitoring retail store financials, creating a customer-centric culture, maintaining employee relations, leading a frontline team, maintaining workplace safety and security and achieving sales results.



ARA entry requirement

You are required to have internet access and basic IT skills when undertaking this qualification.

A Language, Literacy and Numeracy (LLN) assessment must be completed prior to commencement. Appropriate LLN support is provided to the learner on a case-by-case basis.



Pathways

This qualification provides a pathway to work in a higher management position across a range of retail settings including speciality retailers, supermarkets, department stores, and quick service restaurants.

Pathways from the qualification

After achieving SIR50116 Diploma of Retail Leadership, individuals may undertake:

- Relevant undergraduate program

For further info

Email - enquiry@retail.org.au

Call - 1300 368 041 (Option 3)

**“A goal is a dream
with a deadline.”**

— Napoleon Hill