

**Enrolments and Completions (Units of Competency) by State/Territory**

Year: 2011 RTO Identifier: 4049

Unit Code	Unit Description	NSW		Qld		SA		Tas		Vic		WA		Total			
		Enrol	Comp	Enrol	Comp	Enrol	Comp	Enrol	Comp	Enrol	Comp	Enrol	Comp	Enrol	Comp		
BSBFLM409B	IMPLEMENT CONTINUOUS IMPROVEMENT	25	13	23	11	10	8	11	17	43	44	10	7	122	100		
BSBFLM503B	Manage Effective Workplace Relationships			4	8	24	15	0	6	3	2	23	38	17	22	71	91
BSBHR504A	MANAGE INDUSTRIAL RELATIONS			28	25	41	33	11	14	5	6	46	71	28	18	159	167
BSBMGT502A	MANAGE PEOPLE PERFORMANCE			33	18	28	39	17	7	1	9	49	46	24	6	152	125
BSBMKG503A	DEVELOP A MARKETING COMMUNICATIONS			17	10	14	2	6	11	1	7	23	60	6	11	67	101
BSBMKG608A	DEVELOP ORGANISATIONAL MARKETING			26	8	37	42	13	4	3	0	24	8	15	5	118	67
BSBSBM404A	UNDERTAKE BUSINESS PLANNING	25	13	22	7	10	8	8	17			66	56	7	6	138	107
BSBWOR501B	Manage Personal Work Priorities and							1	0					8	1	9	1
BSBWRK509A	MANAGE INDUSTRIAL RELATIONS			11	7	31	19	9	0	2	3	15	8			68	37
SIRRMER018A	DEVELOP AND APPLY STRATEGIES FOR	1	0	39	27	50	42	29	20	9	9	71	70	49	24	248	192
SIRXCCS001A	APPLY POINT-OF-SALE HANDLING			46	46					34	34	69	68			149	148
SIRXCCS002A	INTERACT WITH CUSTOMERS			58	58					37	36	69	68			164	162
SIRXCLM001A	ORGANISE AND MAINTAIN WORK AREAS			45	45					35	35	67	67			147	147
SIRXCOM001A	COMMUNICATE IN THE WORKPLACE			65	58					39	37	76	74			180	169
SIRXFIN001A	BALANCE POINT-OF-SALE TERMINAL			32	32					34	34	65	64			131	130
SIRXFIN004A	MANAGE FINANCIAL RESOURCES	35	34	30	14	10	7	11	17			54	45	8	7	148	124
SIRXFIN005A	MANAGE OPERATIONS TO BUDGET			39	31	79	56	14	12	3	9	66	76	30	21	231	205
SIRXHRM001A	ADMINISTER HUMAN RESOURCES POLICY	30	22	38	28	9	7	3	17			74	66	7	6	161	146
SIRXHRM002A	RECRUIT AND SELECT PERSONNEL											0	1			0	1
SIRXICT001A	OPERATE RETAIL TECHNOLOGY			58	58					34	34	59	59			151	151
SIRXIND001A	WORK EFFECTIVELY IN A RETAIL			58	58					35	35	63	63			156	156
SIRXINV001A	PERFORM STOCK CONTROL PROCEDURES			58	58					35	35	67	67			160	160
SIRXINV002A	MAINTAIN AND ORDER STOCK			14	14	9	9					21	29			44	52
SIRXINV003A	PLAN INVENTORY LEVELS	12	7	13	0	8	7	19	18			40	38	10	9	102	79
SIRXINV004A	BUY MERCHANDISE	1	0	42	29	31	62	20	12	1	9	71	62	48	28	214	202
SIRXMER001A	MERCHANDISE PRODUCTS			45	45					34	34	57	57			136	136
SIRXMER002A	COORDINATE MERCHANDISE			14	14	9	9					20	29			43	52
SIRXMER004A	MANAGE MERCHANDISE AND STORE	20	21	82	44	14	15	0	10			121	76	5	11	242	177
SIRXMER005A	CREATE A DISPLAY			32	32					34	34	61	60			127	126
SIRXMGTO01A	COORDINATE WORK TEAMS			14	14	9	9					22	21			45	44
SIRXMGTO02A	MAINTAIN EMPLOYEE RELATIONS			14	13	9	9					20	26			43	48
SIRXMGTO03A	LEAD AND MANAGE PEOPLE	36	30	39	33	9	9	2	14			74	64	7	7	167	157
SIRXMGTO05A	SET STRATEGIC PLANS			95	42	37	39	37	24	0	9	82	75	54	38	305	227
SIRXMGTO06A	INITIATE AND IMPLEMENT CHANGE			34	14	61	40	17	15	10	9	60	67	12	13	194	158
SIRXMPRO01A	PROFILE A RETAIL MARKET			14	14	10	10					24	35			48	59
SIRXMPRO04A	MARKET PRODUCTS	12	7	14	1	8	8	18	17			55	47	9	9	116	89
SIRXOHS001A	APPLY SAFE WORKING PRACTICES			58	58					38	37	74	73			170	168
SIRXOHS002A	MAINTAIN STORE SAFETY			14	14	9	9					26	23			49	46
SIRXOHS003A	PROVIDE A SAFE WORKING ENVIRONMENT	33	27	35	28	10	7	2	15			66	57	6	6	152	140
SIRXQUA001A	DEVELOP INNOVATIVE IDEAS AT WORK			14	14	10	10					23	29			47	53
SIRXRSK001A	MINIMISE THEFT			58	58					35	34	68	68			161	160
SIRXRSK002A	MAINTAIN STORE SECURITY			14	14	9	9					24	22			47	45
SIRXSL001A	SELL PRODUCTS AND SERVICES			32	32					34	34	61	61			127	127
SIRXSL002A	ADVISE ON PRODUCTS AND SERVICES			32	32					34	34	61	61			127	127
SIRXSL003A	COORDINATE SALES PERFORMANCE			14	14	10	10					22	32			46	56
SIRXSL004A	BUILD RELATIONSHIPS WITH CUSTOMERS			14	14	10	10					23	30			47	54
SIRXSL005A	MANAGE SALES AND SERVICE DELIVERY	24	19	45	31	13	10	3	13			97	69	14	8	196	150
SIRXSL008A	DEVELOP A SALES STRATEGY			37	20	69	48	15	16	8	8	63	72	12	21	204	185
WRRLP6C	APPLY RETAIL FOOD SAFETY PRACTICES											0	1			0	1
WRRLP7C	MONITOR FOOD SAFETY PLAN/PROGRAM											0	1			0	1
WRRS2B	ADVISE ON PRODUCTS AND SERVICES											0	1			0	1
<b>Total</b>		<b>254</b>	<b>193</b>	<b>1563</b>	<b>1245</b>	<b>697</b>	<b>617</b>	<b>266</b>	<b>296</b>	<b>538</b>	<b>567</b>	<b>2425</b>	<b>2405</b>	<b>386</b>	<b>284</b>	<b>6129</b>	<b>5607</b>

### Enrolments and Completions (Qualifications) by State/Territory

Year: 2011 RTO Identifier: 4049

Qualification Code	Qualification Description	ACT		NSW		Qld		SA		Tas		Vic		WA		Total	
		Enrol	Comp	Enrol	Comp	Enrol	Comp	Enrol	Comp	Enrol	Comp	Enrol	Comp	Enrol	Comp	Enrol	Comp
SIR20207	CERTIFICATE II IN RETAIL			66	47	10	0			52	34	101	53			229	134
SIR30207	CERTIFICATE III IN RETAIL			15	13	10	9			1	0	33	22			59	44
SIR40207	CERTIFICATE IV IN RETAIL	10	0	91	0	38	0	1	3			156	15	10	5	306	23
SIR50107	DIPLOMA OF RETAIL MANAGEMENT			112	9	40	7	39	8	2	3	89	16	59	1	341	44
<b>Total</b>		10	0	284	69	98	16	40	11	55	37	379	106	69	6	935	245