

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

Year: 2012

RTO Identifier: 4049

Unit Code	Unit Description	ACT		NSW		Qld		SA		Tas		Vic
		Enrol	Comp	Enrol	Comp	Enrol	Comp	Enrol	Comp	Enrol	Comp	Enrol
BSBCMN402A	DEVELOP WORK PRIORITIES											
BSBCMN404A	DEVELOP TEAMS AND INDIVIDUALS											
BSBCUS403A	IMPLEMENT CUSTOMER SERVICE STANDARDS											
BSBFLM402A	SHOW LEADERSHIP IN THE WORKPLACE											
BSBFLM409B	IMPLEMENT CONTINUOUS IMPROVEMENT	1	5	135	100	9	16	12	1	6	0	102
BSBFLM503B	Manage Effective Workplace Relationships			1	1							
BSBFLM505B	MANAGE OPERATIONAL PLAN											
BSBFLM511A	DEVELOP A WORKPLACE LEARNING ENVIRONMENT											
BSBHR504A	MANAGE INDUSTRIAL RELATIONS POLICIES AND PROCESSES			16	20	1	1					1
BSBMGT502A	MANAGE PEOPLE PERFORMANCE	1	1	50	53	16	15	36	40	10	4	61
BSBMKG503A	DEVELOP A MARKETING COMMUNICATIONS PLAN			1	6	2	4					1
BSBMKG505A	REVIEW MARKETING PERFORMANCE							1	1			
BSBMKG608A	DEVELOP ORGANISATIONAL MARKETING OBJECTIVES	1	1	44	58	15	15	44	41	10	3	61
BSBSBM404A	UNDERTAKE BUSINESS PLANNING	1	6	137	100	9	16	13	2	6	0	97
BSBWOR501B	Manage Personal Work Priorities and Professional Development							1	2			
BSBWRK509A	MANAGE INDUSTRIAL RELATIONS	1	1	37	34	15	14	33	34	6	1	65

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		Comp	Enrol	Comp	Enrol	Comp
BSBCMN402A	DEVELOP WORK PRIORITIES		6	6	6	6
BSBCMN404A	DEVELOP TEAMS AND INDIVIDUALS		6	6	6	6
BSBCUS403A	IMPLEMENT CUSTOMER SERVICE STANDARDS		2	2	2	2
BSBFLM402A	SHOW LEADERSHIP IN THE WORKPLACE		2	2	2	2
BSBFLM409B	IMPLEMENT CONTINUOUS IMPROVEMENT	81	3	5	268	208
BSBFLM503B	Manage Effective Workplace Relationships		4	4	5	5
BSBFLM505B	MANAGE OPERATIONAL PLAN		3	3	3	3
BSBFLM511A	DEVELOP A WORKPLACE LEARNING ENVIRONMENT		2	2	2	2
BSBHR504A	MANAGE INDUSTRIAL RELATIONS POLICIES AND PROCESSES	2	10	18	28	41
BSBMGT502A	MANAGE PEOPLE PERFORMANCE	46	14	20	188	179
BSBMKG503A	DEVELOP A MARKETING COMMUNICATIONS PLAN	3	15	11	19	24
BSBMKG505A	REVIEW MARKETING PERFORMANCE				1	1
BSBMKG608A	DEVELOP ORGANISATIONAL MARKETING OBJECTIVES	53	4	9	179	180
BSBSBM404A	UNDERTAKE BUSINESS PLANNING	78	0	1	263	203
BSBWOR501B	Manage Personal Work Priorities and Professional Development		0	7	1	9
BSBWRK509A	MANAGE INDUSTRIAL RELATIONS	46	1	0	158	130

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		Enrol	Comp	Enrol	Comp	Enrol	Comp	Enrol	Comp	Enrol	Comp	Enrol
SIRRMER018A	DEVELOP AND APPLY STRATEGIES FOR MERCHANDISING AND CORPORATE PRESENTATION	1	0	73	53	13	13	24	23	12	6	52
SIRXCCS001A	APPLY POINT-OF-SALE HANDLING PROCEDURES			128	127			49	49	26	26	268
SIRXCCS002A	INTERACT WITH CUSTOMERS			133	133			48	48	28	27	285
SIRXCLM001A	ORGANISE AND MAINTAIN WORK AREAS			130	130			49	49	25	25	275
SIRXCOM001A	COMMUNICATE IN THE WORKPLACE			148	136			53	52	28	27	309
SIRXEBS001A	ACQUIRE AND RETAIN ONLINE CUSTOMERS							14	5			
SIRXEBS002A	MANAGE RETAIL BRANDS ONLINE							15	7			
SIRXEBS004A	SELECT AN E-BUSINESS MODEL							18	12			
SIRXFIN001A	BALANCE POINT-OF-SALE TERMINAL			128	128			48	48	25	25	266
SIRXFIN004A	MANAGE FINANCIAL RESOURCES	1	3	115	87	9	16	14	4	8	2	97
SIRXFIN005A	MANAGE OPERATIONS TO BUDGET	1	1	74	54	20	16	50	48	15	1	60
SIRXHRM001A	ADMINISTER HUMAN RESOURCES POLICY	0	1	177	116	10	13	18	11	5	0	103
SIRXHRM002A	RECRUIT AND SELECT PERSONNEL			8	3	9	8	1	0			
SIRXICT001A	OPERATE RETAIL TECHNOLOGY			133	133			48	48	26	26	257
SIRXIND001A	WORK EFFECTIVELY IN A RETAIL ENVIRONMENT			135	135			51	51	27	26	286
SIRXINV001A	PERFORM STOCK CONTROL PROCEDURES			132	132			46	46	26	26	266
SIRXINV002A	MAINTAIN AND ORDER STOCK	2	2	12	11					13	12	210
SIRXINV003A	PLAN INVENTORY LEVELS	8	8	111	84	15	16	1	0	6	1	84
SIRXINV004A	BUY MERCHANDISE	1	1	85	57	20	16	47	45	12	4	64
SIRXMER001A	MERCHANDISE PRODUCTS			132	132			46	46	28	28	259

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		Comp	Enrol	Comp	Enrol	Comp
SIRRMER018A	DEVELOP AND APPLY STRATEGIES FOR MERCHANDISING AND CORPORATE PRESENTATION	43	7	7	182	145
SIRXCCS001A	APPLY POINT-OF-SALE HANDLING PROCEDURES	264			471	466
SIRXCCS002A	INTERACT WITH CUSTOMERS	283			494	491
SIRXCLM001A	ORGANISE AND MAINTAIN WORK AREAS	273			479	477
SIRXCOM001A	COMMUNICATE IN THE WORKPLACE	303			538	518
SIRXEBS001A	ACQUIRE AND RETAIN ONLINE CUSTOMERS				14	5
SIRXEBS002A	MANAGE RETAIL BRANDS ONLINE				15	7
SIRXEBS004A	SELECT AN E-BUSINESS MODEL				18	12
SIRXFIN001A	BALANCE POINT-OF-SALE TERMINAL	264			467	465
SIRXFIN004A	MANAGE FINANCIAL RESOURCES	86	0	1	244	199
SIRXFIN005A	MANAGE OPERATIONS TO BUDGET	50	25	20	245	190
SIRXHRM001A	ADMINISTER HUMAN RESOURCES POLICY	98	0	1	313	240
SIRXHRM002A	RECRUIT AND SELECT PERSONNEL				18	11
SIRXICT001A	OPERATE RETAIL TECHNOLOGY	256			464	463
SIRXIND001A	WORK EFFECTIVELY IN A RETAIL ENVIRONMENT	284			499	496
SIRXINV001A	PERFORM STOCK CONTROL PROCEDURES	262			470	466
SIRXINV002A	MAINTAIN AND ORDER STOCK	205			237	230
SIRXINV003A	PLAN INVENTORY LEVELS	77	0	1	225	187
SIRXINV004A	BUY MERCHANDISE	62	9	16	238	201
SIRXMER001A	MERCHANDISE PRODUCTS	256			465	462

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		Enrol	Comp	Enrol	Comp	Enrol	Comp	Enrol	Comp	Enrol	Comp	Enrol
SIRXMER002A	COORDINATE MERCHANDISE PRESENTATION	2	2	12	11					12	11	218
SIRXMER003A	MONITOR INSTORE VISUAL MERCHANDISING DISPLAY											
SIRXMER004A	MANAGE MERCHANDISE AND STORE PRESENTATION	8	8	162	151	1	8	38	17	8	2	118
SIRXMER005A	CREATE A DISPLAY			132	132			46	46	28	27	259
SIRXMGT001A	COORDINATE WORK TEAMS	2	2	11	11					12	12	226
SIRXMGT002A	MAINTAIN EMPLOYEE RELATIONS	2	2	12	13					12	11	218
SIRXMGT003A	LEAD AND MANAGE PEOPLE	2	5	182	142	10	13	23	11			134
SIRXMGT005A	SET STRATEGIC PLANS	1	1	54	73	19	17	67	39	16	11	79
SIRXMGT006A	INITIATE AND IMPLEMENT CHANGE	1	1	107	102	25	29	101	47			115
SIRXMPR001A	PROFILE A RETAIL MARKET	2	2	13	12					12	12	217
SIRXMPR004A	MARKET PRODUCTS	8	8	158	119	17	17	10	4	6	0	85
SIRXOHS001A	APPLY SAFE WORKING PRACTICES			134	134			52	52	26	25	288
SIRXOHS002A	MAINTAIN STORE SAFETY	2	2	13	13					12	12	237
SIRXOHS003A	PROVIDE A SAFE WORKING ENVIRONMENT			146	107	9	16	22	7	5	0	109
SIRXQUA001A	DEVELOP INNOVATIVE IDEAS AT WORK	2	2	12	11					12	11	211
SIRXQUA002A	LEAD A TEAM TO FOSTER INNOVATION											
SIRXQUA003A	CREATE AN INNOVATIVE WORK ENVIRONMENT											
SIRXRSK001A	MINIMISE THEFT			133	133			49	49	27	27	282
SIRXRSK002A	MAINTAIN STORE SECURITY	2	2	13	13					12	12	238
SIRXRSK004A	CONTROL STORE SECURITY			46	33	19	14	9	3			14
SIRXSLS001A	SELL PRODUCTS AND SERVICES			131	131			48	48	27	26	260

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		Comp	Enrol	Comp	Enrol	Comp
SIRXMER002A	COORDINATE MERCHANDISE PRESENTATION	212			244	236
SIRXMER003A	MONITOR INSTORE VISUAL MERCHANDISING DISPLAY		6	6	6	6
SIRXMER004A	MANAGE MERCHANDISE AND STORE PRESENTATION	122	8	7	343	315
SIRXMER005A	CREATE A DISPLAY	256			465	461
SIRXMGT001A	COORDINATE WORK TEAMS	220			251	245
SIRXMGT002A	MAINTAIN EMPLOYEE RELATIONS	217			244	243
SIRXMGT003A	LEAD AND MANAGE PEOPLE	101	6	7	357	279
SIRXMGT005A	SET STRATEGIC PLANS	50	12	15	248	206
SIRXMGT006A	INITIATE AND IMPLEMENT CHANGE	86	31	23	380	288
SIRXMPR001A	PROFILE A RETAIL MARKET	214			244	240
SIRXMPR004A	MARKET PRODUCTS	85	0	1	284	234
SIRXOHS001A	APPLY SAFE WORKING PRACTICES	287			500	498
SIRXOHS002A	MAINTAIN STORE SAFETY	231	1	0	265	258
SIRXOHS003A	PROVIDE A SAFE WORKING ENVIRONMENT	99	5	6	296	235
SIRXQUA001A	DEVELOP INNOVATIVE IDEAS AT WORK	208			237	232
SIRXQUA002A	LEAD A TEAM TO FOSTER INNOVATION		4	4	4	4
SIRXQUA003A	CREATE AN INNOVATIVE WORK ENVIRONMENT		3	3	3	3
SIRXRSK001A	MINIMISE THEFT	281			491	490
SIRXRSK002A	MAINTAIN STORE SECURITY	224			265	251
SIRXRSK004A	CONTROL STORE SECURITY	7	6	6	94	63
SIRXSLS001A	SELL PRODUCTS AND SERVICES	257			466	462

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SIRXSL002A	ADVISE ON PRODUCTS AND SERVICES			131	130			48	48	27	26	260
SIRXSL003A	COORDINATE SALES PERFORMANCE	2	2	12	11					12	12	217
SIRXSL004A	BUILD RELATIONSHIPS WITH CUSTOMERS	2	2	13	13					12	12	221
SIRXSL005A	MANAGE SALES AND SERVICE DELIVERY	1	4	194	152	10	12	27	21	2	1	86
SIRXSL006A	LEAD A SALES TEAM											
SIRXSL008A	DEVELOP A SALES STRATEGY	1	1	89	88	17	20	61	56	0	1	78
Total		59	76	4185	3758	290	325	1381	1161	628	521	7699

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		Comp	Enrol	Comp	Enrol	Comp
SIRXSL002A	ADVISE ON PRODUCTS AND SERVICES	257			466	461
SIRXSL003A	COORDINATE SALES PERFORMANCE	211			243	236
SIRXSL004A	BUILD RELATIONSHIPS WITH CUSTOMERS	210			248	237
SIRXSL005A	MANAGE SALES AND SERVICE DELIVERY	89	1	3	321	282
SIRXSL006A	LEAD A SALES TEAM		4	4	4	4
SIRXSL008A	DEVELOP A SALES STRATEGY	69	26	23	272	258
Total		7368	226	250	14468	13459