

# Certificate III in Retail

## SIR30207

### Qualification Rules

You must complete 10 units of competency

3 core units

7 elective units

- A minimum of 5 elective units must be selected from the Elective units listed below.
- A maximum of 2 elective units may be selected from another endorsed Training package or accredited course. These must be units which are packaged within a certificate III or IV qualification of the Retail Services Training Package.

UNITS OF COMPETENCY	CODE	TITLE
	CORE UNITS	
	SIRXOHS002A	Maintain store safety
	SIRXRSK002A	Maintain store security
	SIRXSLS004A	Build relationships with customers
	ELECTIVE UNITS	
	SIRXFIN001A	Balance point of sale terminal
	SIRXINV002A	Maintain and order stock
	SIRXMER005A	Create a display
	SIRMPR001A	Profile a retail market
	SIRXSLS001A	Sell products and services
	SIRXADM002A	Coordinate retail office
	SIRXCCS003A	Coordinate interaction with customers

**Cost:** \$2,000 – Payment options are available  
**Training Delivery:** Self paced trainer facilitated, supported distance and trainer led.  
**Traineeship:** Employers may be eligible for Commonwealth funding.

**Please turn over for entry requirements**



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There are two alternative pathways for entry in to Certificate III in Retail. The candidate must either:

1. Be recognised as competent, through a recognised training program or recognition process, against the following units of competency:

SIRXCCS001A	Apply point of sale handling procedures
SIRXCCS002A	Interact with customers
SIRXCLM001A	Organise and maintain work areas
SIRXCOM001A	Communicate in the workplace
SIRXICT001A	Operate retail technology
SIRXIND001A	Work effectively in a retail environment
SIRXINV001A	Perform stock control procedures
SIRXOHS001A	Apply safe working practices
SIRXRSK001A	Minimise theft

**OR**

2. Have sufficient relevant retail employment experience. A current or previous job role that involves or has involved the application of the above competencies would be satisfactory indicator for entry. A determination need not involve a formal process of measuring, evaluating or recording performance against the units of competency. Examples of evidence to support a determination could include:

- Job descriptions and references from current or past employers
- An entry interview to determine what competencies have been applied in the retail environment in a paid or voluntary capacity