

Course Name:	Vocational Graduate Certificate and Diploma in Sales Management
National Course Code:	39186-87QLD (Accreditation Dates: 5-6-2006 – 4-6-2011)
Nominal Duration:	<p>Nominal duration (Supervised)</p> <p>39186QLD Vocational Graduate Certificate in Sales Management 240 hours</p> <p>39187QLD Vocational Graduate Diploma of Sales Management 240 hours</p> <p>Nominal duration (Unsupervised)</p> <p>39186QLD Vocational Graduate Certificate in Sales Management 100 hours (optional)</p> <p>39187QLD Vocational Graduate Diploma of Sales Management 100 hours (optional)</p>
Course Outcomes:	<p>On completion of these qualifications, it is expected learners currently working in sales and with an appropriate sales quota track record will be equipped with the vocational skills for appointment as a sales manager. Learners who are not currently working in sales and have no prior sales quota achievement will be equipped with the vocational skills for appointment in a range of senior management positions that demand a high level of business acumen across a broad range of sales, marketing, strategic management, human resources, change management and financial areas particularly where those positions demand a good understanding of a range of functional roles in an organisation and specific skills in the application of broad sales management principles.</p>
Entry Requirements:	<p>39186QLD Vocational Graduate Certificate in Sales Management:</p> <p>Learners may enter 39186QLD Vocational Graduate Certificate in Sales Management through a number of entry points which demonstrate their potential to undertake study at graduate level, including:</p> <ul style="list-style-type: none"> • a relevant Advanced Diploma or Diploma • relevant Certificate IV or Certificate III together with significant relevant vocational experience (e.g. in sales or sales management) • relevant extensive vocational experience (e.g. in sales or sales management) without formal qualifications • higher education qualification (e.g. Bachelor Degree), with relevant vocational experience. <p>39187QLD Vocational Graduate Diploma of Sales Management:</p> <ul style="list-style-type: none"> • Applicants for 39187QLD Vocational Graduate Diploma of Sales Management must have successfully completed 39186QLD Vocational Graduate Certificate in Sales Management <p>Note: Because workplace assessment is recommended in these qualifications, learners should be currently employed in a business, government or not-for-profit organisation; or placed with an appropriate organisation, or in a realistically simulated workplace so that the role simulation can be undertaken.</p>
Requirements To Receive The Qualification:	To be eligible to receive the award 39186QLD Vocational Graduate Certificate in Sales Management, learners are required to have successfully completed all four (4) units of competency as described in the course

	<p>structure.</p> <p>To be eligible to receive the award 39187QLD Vocational Graduate Diploma of Sales Management, learners are required to have successfully completed 39186QLD Vocational Graduate Certificate in Sales Management and complete all four (4) units of competency as described in the course structure.</p>																																												
<p>Course Structure:</p>	<p>39186QLD Vocational Graduate Certificate in Sales Management is comprised of:</p> <ul style="list-style-type: none"> Four (4) core units of competency <table border="1" data-bbox="488 510 1437 1149"> <thead> <tr> <th colspan="5">39186QLD Vocational Graduate Certificate in Sales Management Core Units of Competency</th> </tr> <tr> <th>Competency Code</th> <th>Competency Title</th> <th>Source</th> <th>Pre-requisites</th> <th>Nominal Hours (Supervised)</th> </tr> </thead> <tbody> <tr> <td>SM801A</td> <td>Manage sales process and provide sales management</td> <td>CDAC</td> <td></td> <td>60</td> </tr> <tr> <td>SM802A</td> <td>Undertake field sales marketing and sales territory management</td> <td>CDAC</td> <td></td> <td>60</td> </tr> <tr> <td>SM803A</td> <td>Manage territories and achieve successful reward management</td> <td>CDAC</td> <td>SM801A and SM802A</td> <td>60</td> </tr> <tr> <td>SM804A</td> <td>Manage partnership selling and partnership sales management</td> <td>CDAC</td> <td>SM801A and SM802A</td> <td>60</td> </tr> <tr> <td colspan="4">TOTAL CORE HOURS</td> <td>240</td> </tr> </tbody> </table> <table border="1" data-bbox="488 1189 1437 1323"> <thead> <tr> <th colspan="3">Optional Delivery Requirement</th> </tr> <tr> <th>Code</th> <th>Name</th> <th>Hours</th> </tr> </thead> <tbody> <tr> <td>VPC100</td> <td>Vocational Placement</td> <td>100 hours</td> </tr> </tbody> </table> <p>RTOs that utilise vocational placement as part of their delivery strategy must ensure that a vocational placement scheme application is lodged as required by the Vocational Education, Training and Employment Act 2000.</p>	39186QLD Vocational Graduate Certificate in Sales Management Core Units of Competency					Competency Code	Competency Title	Source	Pre-requisites	Nominal Hours (Supervised)	SM801A	Manage sales process and provide sales management	CDAC		60	SM802A	Undertake field sales marketing and sales territory management	CDAC		60	SM803A	Manage territories and achieve successful reward management	CDAC	SM801A and SM802A	60	SM804A	Manage partnership selling and partnership sales management	CDAC	SM801A and SM802A	60	TOTAL CORE HOURS				240	Optional Delivery Requirement			Code	Name	Hours	VPC100	Vocational Placement	100 hours
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<p>Human Resource Requirements:</p>	<p>All RTOs delivering this course must ensure that trainers meet the requirements of Standard 7 "<i>The competence of RTO staff</i>" within the AQTF <i>Standards for Registered Training Organisations</i>. The CDAC considers that higher education qualifications alone are not adequate as a basis for the vocational competency aspect of the qualifications being assessed and has provided the following guidance on the vocational competency for trainers of this course:</p> <ul style="list-style-type: none"> Those delivering training may demonstrate their vocational competency through holding post-graduate qualifications to recognised Australian University standards in management, or marketing or in an area relevant to the unit of competency and have significant recent experience at sales management level preferably with industry certification (e.g. Holden, OnTarget, SPIN, TAS or other certification) <p>As required for the Disability Standards for Education 2005, Registered Training Organisations must ensure that trainers possess current skills to meet the needs of diverse learners particularly people with a disability. This can be demonstrated through achievement of TAAENV402A <i>Foster and promote an inclusive learning culture</i> or evidence of equivalent skills.</p>																																												
<p>Physical Resources:</p>	<p>All RTOs delivering the course must have access to the facilities, equipment, training and assessment materials required to provide the training and/or assessment services within its scope of registration and scale of operations, to accommodate client numbers, client needs, delivery methods and assessment requirements (including off-campus and on-line delivery), in accordance with the requirements of Standard 9.4 within the AQTF <i>Standards for Registered Training Organisations</i>.</p>																																												