

See below an example of BSB40610 Certificate IV in Business Sales training plan(s) for core, stream, recommended and elective units, (if applicable) as per Grouping Requirements as offered by Work Skills

BSB40610 Certificate IV in Business Sales Example

<i>BSB40610 Certificate IV in Business Sales</i>	
<u>Code</u>	<u>Unit Name</u>
<i><u>Core Units</u></i>	
BSBREL402A	Build client relationships and business networks
BSBSLS408A	Present, secure and support sales solutions
BSBPRO401A	Develop product knowledge
BSBSLS407A	Identify and plan sales prospects
<i>BSB40610 Certificate IV in Business Sales</i>	
<u>Code</u>	<u>Unit Name</u>
<i><u>Elective Units</u></i>	
BSBREL401A	Establish networks
BSBADM405B	Organise meetings
BSBCUS402B	Address customer needs
BSBCMM401A	Make a presentation
BSBCUS401B	Coordinate implementation of customer service strategies
BSBADM406B	Organise business travel
BSBADM409A	Coordinate business resources
BSBWOR401A	Establish effective workplace relationships
BSBWOR402A	Promote team effectiveness
BSBMKG413A	Promote products and services
BSBPRO401A	Develop product knowledge
BSBSUS301A	Implement and monitor environmentally sustainable work practices
BSBMKG414B	Undertake marketing activities