

# BSB41115 CERTIFICATE IV IN INTERNATIONAL TRADE

- Gain hands-on experience through hands-on projects, inside and outside the classroom
- Learn valuable research, logistical and marketing skills required for international trade
- Discover how to build strong client relationships to achieve success

CRICOS COURSE CODE: 087073G

## Campus

Brisbane, Sydney, Melbourne

## Program Length

**Maximum 34 weeks total\* (20 hours/week)**

Includes 6 hours/week online study +

14 hours/week in class study

*\*24 weeks study, up to 10 weeks scheduled breaks*

*Length of the program may vary from 30 to 34 weeks depending on the start date.*

## Schedule

Weekday: Brisbane, Sydney, Melbourne

Weekend: Brisbane, Sydney

## 2021 Start Dates

Jan 25, Mar 8, May 10, Jun 21

*Additional start dates available under new program format.*

### SCHEDULED BREAKS

Jan 4 - Jan 22

Apr 19 - May 7

Aug 2 - Aug 20

Nov 15 - Dec 3

Dec 27 - Dec 31

## 2021 Fees

Registration fee: \$230

Textbook fee: \$280

Tuition: \$5,800

*RPL & Credit Transfer must be applied for upon enrolment*

*Moodle re-opening fee: \$50*

*All fees in Australian Dollars, payment by installment is available on request.*

## Entry Requirement

- An overall equivalent of Australia's Year 10 is required for entry. A prior working knowledge of a business environment would be useful
- International students must meet a minimum language requirement of IELTS 5.5 with a minimum band score of 5.0. TOEIC 650 with a minimum reading score of 350. Direct entry is available through ILSC Intermediate 3 and above
- Students must be at least 18 at the

## Program Description

The course BSB41115 Certificate IV in International Trade covers a diverse range of skills and knowledge required for working in international trade/business across a range of levels. Topics include international transfer of services and international transport of goods; researching international business opportunities and markets; marketing goods and services internationally; obtaining specialist permits for import and export of goods; understanding international legal requirements for trade; forecasting international market and business needs; and promoting products and services to international markets.

## Study Schedule/Delivery Mode

In all of our programs, you will build a timetable which combines 14 hours a week of face to face in class study and 6 hours per week online study. The online study component includes exercises, discussion forums, and resources to help with assignments and to provide foundational academic and learning skills.

In-class study schedules combine the core lectures with Assessment Essentials and PASS classes. You must attend both lectures, as each lecture covers different content. PASS classes are Practical Assessment Support Sessions. In PASS classes, you will meet with your trainer to discuss any questions you may have about study or assessments.

In Assessment Essentials, you'll learn essential tips and info on how to successfully complete the unit. This class guides you through the unit focusing on key topics you need to master, as well as assessment tips and common mistakes. NOTE: If you miss a class, please view the videos.

## Weekday Schedule – Sample\*

HOURS	MONDAY	TUESDAY
1:15 PM-3:15 PM	Assessment Essentials	PASS
3:30 PM-5:30 PM	PASS	Assessment Essentials
6:00 PM-9:00 PM	Lecture	Lecture

## Weekend Schedule – Sample\*

HOURS	FRIDAY	HOURS	SATURDAY
1:15 PM-3:15 PM	Assessment Essentials	9:00 AM-12:00 PM	Lecture
3:30 PM - 5:30 PM	Assessment Essentials	12:30 PM - 3:30 PM	Lecture
6:00 PM-9:00 PM	PASS	3:45 PM-4:45 PM	PASS

*\* Schedules may vary.*

## IMPORTANT: THIS QUALIFICATION IS CHANGING IN 2021

Students starting their program on June 21st will complete the current program, including 1 fast tracked unit.

From August onwards, this program will no longer be offered. Ask us for start dates and information about a new Certificate IV we will be offering.

# BSB41115 Certificate IV in International Trade Units

COURSE NAME	DESCRIPTION
<b>BSBCMM401 MAKE A PRESENTATION</b>	This unit covers the skills and knowledge required to prepare, deliver and review a presentation to a target audience. <i>Replaces unit BSBMKG415 Research international markets.</i>
<b>BSBRES411 ANALYSE AND PRESENT RESEARCH INFORMATION</b>	This unit describes the skills and knowledge required to gather, organise, analyse and present workplace information using available systems and sources. This includes identifying research requirements and sources of information, applying information to a set of facts, evaluating the quality and reliability of the information, and preparing and producing reports.
<b>BSBINT409 PLAN FOR INTERNATIONAL TRADE</b>	This unit explains the performance outcomes, skills and knowledge required to effectively plan for the international trade of goods. This unit applies to individuals with the skills and knowledge to evaluate options when planning for the international trade of goods.
<b>BSBREL401 ESTABLISH NETWORKS</b>	This unit describes the skills and knowledge required to develop and maintain effective work relationships and networks through relationship building and negotiation skills required by workers within an organisation as well as freelance or contract workers.
<b>BSBINT401 RESEARCH INTERNATIONAL BUSINESS OPPORTUNITIES</b>	How to identify and assess business opportunities.
<b>BSBINT405 APPLY KNOWLEDGE OF IMPORT AND EXPORT INTERNATIONAL CONVENTIONS, LAWS AND FINANCE</b>	This unit teaches the performance outcomes, skills and knowledge required to maintain currency of knowledge and skills of international conventions, laws and finance in order to apply these to import and export responsibilities.
<b>BSBINT305 PREPARE BUSINESS DOCUMENTS FOR THE INTERNATIONAL TRADE OF GOODS</b>	This unit describes the performance outcomes, skills and knowledge required to contribute to the preparation of business documents required for the trade of goods internationally.
<b>BSBMKG414 UNDERTAKE MARKETING ACTIVITIES</b>	This unit describes the skills and knowledge required to plan, implement and manage basic marketing and promotional activities. It is a foundation unit covering general and basic marketing and promotional activities that do not require detailed or complex planning or implementation.
<b>BSBMKG413 PROMOTE PRODUCTS AND SERVICES</b>	This unit describes the skills and knowledge required to coordinate and review the promotion of an organisation's products and services.
<b>BSBMKG416 MARKET GOODS AND SERVICES INTERNATIONALLY</b>	This unit describes the performance outcomes, skills and knowledge required to market goods and service internationally in line with the organisation's marketing plan and marketing strategy for a specified international target market.

## GREYSTONE COLLEGE TRAINING FACILITIES AND RESOURCES

Greystone College campuses are fully equipped with all the resources and facilities required to successfully undertake this program including computer labs, software, free WIFI, photocopiers, charging stations, and student lounge. It is highly recommended you bring your own laptop (device) to enhance your campus experience. All course resources are available to students via their personal login to the Learning Management System (Moodle). Students can track their progress and academic success.

## BOOTCAMP

Bootcamp is a free service designed to keep you on track. Juggling a busy lifestyle with study and work can be tough; our free Bootcamp program is available to help students catch up on assessments if they fall behind.

## COURSE RESOURCES

The Online Course Resource Library provides students with informative links and information. Resources are easily searched by course unit or topic, and make your learning easier. On the Online Learning Management System (LMS), all class assessments, student work books, and extra resources that support class delivery are available for download. Test and assessment results are posted in student files. Students can use the LMS to message other students in their classes or their trainer if they have questions or want to connect.

## ASSESSMENTS

All units studied in this qualification will be assessed in at least 3 different ways. Assessments will consist of a mix of quizzes, projects, case studies, presentations, and questions.

## COURSE COMPLETION

Students obtaining a 'Competent' result for all units studied will be issued a 'Qualification' – Certificate IV in International Trade (BSB41107) issued by Greystone College. Should a student not complete the full qualification, a 'Statement of Attainment' will be issued for the units which the student is deemed 'Competent'.

## RECOGNITION OF PRIOR LEARNING AND CREDIT TRANSFER

RPL and Credit Transfer can be applied for at the time of enrolment or during the orientation. Please refer to Greystone College website or VET Student Handbook for more information.

## WHAT IS NATIONALLY RECOGNISED TRAINING



All Greystone College programs are Nationally Recognised Training. The Nationally Recognised Training (NRT) logo is a distinguishable mark of quality for promoting and certifying national vocational education and training leading to Australian Qualifications Framework (AQF) qualifications or Statements of Attainment.

*For policies and procedures around: deterring, suspending, or canceling enrollment; refunds; complaints and appeals; tracking attendance and academic progression, please refer to our website: <https://www.greystonecollege.com.au/policies>*

*Greystone College Pty Ltd partners with local and global agents to engage with prospective students. Please see the list on our website under Policy and Procedures for details.*

# ONLINE LEARNING SUPPORT MEASURES FOR GREYSTONE COLLEGE STUDENTS



## **Why is Greystone College Australia delivering classes online?**

Due to the COVID-19 pandemic, Greystone College has had to shift its delivery of VET courses from on-campus to online. We will continue to keep students updated as Greystone College assesses government guidelines and directives.

## **How can I access my online VET courses?**

Delivery of lectures and support classes are provided using professional ZOOM webinar technology. The technology allows students and trainers to screen share content, use on screen whiteboards, use breakout rooms for group based learning activities or private conversations, manage in class polls and debates, trainer to student or student to student chat functions and much more.

## **What equipment do I need to join online?**

Greystone College students can participate in the online courses using a smartphone, laptop or tablet. They also need an internet connection to connect in.

Greystone College uses MOODLE as its Learner Management System, which all students have access to once they commence their program. Classes are delivered remotely using ZOOM as its platform.

If a student does not have the necessary equipment to join online classes, the college may be able to support the student with on-campus equipment.

Greystone College students receive a free Microsoft Office subscription, and this allows them to have access to all the MS suite of products, including Word, Excel, PowerPoint and TEAMS.

## **How should I complete assessments?**

### **How about observations and role-plays?**

Assessments are delivered using our customised Learning Management System, Moodle. Students are able to access all topic content online, and provide written responses using fillable PDF documents and templates to deliver individual and group-based assessment. If students are not able to access these documents online, PDF print-outs can be made available.

Students are also required to demonstrate knowledge of assessments through trainer observations during webinars as part of their final grade. Observations might include a group activity such as a presentation, or individual role play simulation. Grades and detailed assessment feedback are allocated to students via Moodle allowing students to manage their course progress.

## **Who can I talk to if I have a problem?**

Greystone College students have access to student support via email, phone or in-person at the campus.

[WWW.GREYSTONECOLLEGE.COM.AU](http://WWW.GREYSTONECOLLEGE.COM.AU)

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