

Training and Assessment Strategies

Certificate III Retail

Name of RTO	Cornzal		
Delivery period	2008		
Code and title of qualification	SIR30207 Certificate III in Retail		
Units of competency	Code	Title	Core/ Elective
	Indicative Program		
	SIRXCCS003A	Coordinate Interaction with Customers	Core
	SIRXOHS002A	Maintain Store Safety	Core
	SIRXRSK002A	Maintain Store Security	Core
	Administration / office orientation		
	SIRXADM002A	Coordinate Retail Office	Elective
	SIRXICT003A	Operate Retail Information Technology Systems	Elective
	SIRXFIN001A	Balance Point of Sale Terminal	Elective
	SIRXFIN003A	Produce Financial Reports	Elective
	SIRXINV002A	Maintain and Order Stock	Elective
	SIRXSLS001A	Sell Products and Services	Elective
	SIRXMGT002A	Maintain Employee Relations	Elective
	Department heads orientation		
	SIRXSLS001A	Sell Products and Services	Elective
	SIRXSLS004A	Building Relationships with Customers	Elective
	SIRXMER002A	Coordinate Merchandise Presentation	Elective
	SIRXINV002A	Maintain and Order Stock	Elective
	SIRXSLS003A	Coordinate Sales Performance	Elective

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CORNZAL REGISTERED TRAINING ORGANISATION POLICIES AND PROCEDURES

	SIRXFIN001A	Balance Point of Sale Terminal	Elective
	SIRXMGT001A	Coordinate Work Teams	Elective

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