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| **Trade** | **Travel Management** |
| **AUSTRALIAN QUALIFICATION** | SIT60112 Advanced Diploma of Travel and Tourism (Travel Management) |
| **ENTRY PATHWAY-Tourism operations (office-based pathways)** |
| SITTTSL202  | Access and interpret product information |
| SITTTSL306  | Book supplier services |
| SITTTSL307 | Process travel-related documentation |
| SITTTSL308 | Use a computerised reservations or operations system |
| SITXCCS401  | Enhance the customer service experience |
| SITXCCS501  | Manage quality customer service |
| SITXCOM201 | Show social and cultural sensitivity |
| SITXFIN501 | Prepare and monitor budgets |
| SITXHRM402  | Lead and manage people |
| SITXMGT401 | Monitor work operations |
| SITXMGT501 | Establish and conduct business relationships |
| SITTTSL201  | Operate an online information system |
| **CORE UNITS OF COMPETENCY** |
| BSBFIM601A  | Manage finances |
| BSBMGT617A | Develop and implement a business plan |
| BSBRSK501B  | Manage risk |
| SITTPPD601 | Develop tourism products |
| SITXGLC501 | Research and comply with regulatory requirements |
| SITXMPR502  | Develop and implement marketing strategies |
| SITXWHS601  | Establish and maintain a work health and safety system |
| **ELECTIVE UNITS OF COMPETENCY** |
| SITTPPD502 | Assess tourism opportunities for local communities |
| SITTPPD602 | Develop environmentally sustainable tourism operations |
| BSBMKG607B | Manage market research |
| SITTTSL303 | Sell tourism products and services |
| SITTTSL304 | Prepare Quotations |