|  |  |  |
| --- | --- | --- |
| **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 | |