

Course Outline

BSB40707 Certificate IV in Franchising

This qualification reflects the role of individuals who apply well-developed skills and a broad knowledge base in relation to the franchising industry. They may act as a franchisee in any industry area and have managerial responsibilities for the franchise and the relationship with a franchisor.

Job Roles

Job roles and titles vary across different industry sectors. Possible job titles relevant to this qualification include:

- Franchisee - of one or more sites of a franchise operation within any industry sector.

There are no specific pre-requisites for this qualification, however some language, literacy and numeracy skills will be required; if this poses any difficulty at all, discuss with your Work Plus Development + Training contact person, with your workplace supervisor or take advantage of the programs offered by Work Plus Development + Training (refer participants guide).

Work Plus Development + Training use a number of different approaches to facilitate learning and assessment for this qualification. Flexibility

In order to ensure that the business and the individuals gain the most out of this qualification, a flexible approach is taken by Work Plus Development + Training, which includes:

Undertaking a Training Needs Analysis with the business and the individuals

Negotiating the “Planned Outcomes” with the business and the individuals

Conducting all learning and assessment activities at dates, times and locations suitable to all involved

Please ask your Work Plus Development + Training representative to provide you with any further information that you require – qualification rules on following page.

**Enrol now online at www.workplus.com.au
or call 03 6344 3747 to talk to a
Work Plus Development + Training representative today**

Certificate IV in Franchising – the qualification rules

Requiring 10 units for the qualification.

Three (3) core units:

- BSBFRA401B Manage compliance with franchisee obligations and legislative requirements
- BSBFRA402B Establish a franchise
- BSBFRA403B Manage relationship with franchisor

Seven (7) elective units

At least **5 elective units** must be selected from the elective units listed below.

The other **2 elective units** may be selected from the remaining elective units listed below, the BSB07 Business Services Training Package or any other currently endorsed national Training Package. If not listed below, 1 unit may be selected from either a Certificate III or Diploma qualification.

- BSBCRT501A Originate and develop concepts
- BSBCUS401A Coordinate implementation of customer service strategies
- BSBCUS402A Address customer needs
- BSBFIA402A Report on financial activity
- BSBFRA301B Work within a franchise
- BSBFRA404B Manage a multiple site franchise
- BSBADM409A Coordinate business resources
- BSBCMM401A Make a presentation
- BSBITS401A Maintain business technology
- BSBITU401A Design and develop complex text documents
- BSBLED401A Develop teams and individuals
- BSBMKG413A Promote products and services
- BSBMKG414A Undertake marketing activities
- BSBOHS407A Monitor a safe workplace
- BSBREL401A Establish networks
- BSBRES401A Analyse and present research information
- BSBRSK401A Identify risk and apply risk management processes
- BSBWRT401A Write complex documents

Pathways from the qualification

After achieving the BSB40707 Certificate IV in Franchising, candidates may wish to undertake the BSB51107 Diploma of Management, a qualification for managers, or another Diploma qualification. They may also wish to undertake the BSB50507 Diploma of Franchising although it is specifically targeted at franchisors.

**Enrol now online at www.workplus.com.au
or call 03 6344 3747 to talk to a
Work Plus Development + Training representative today**