



# SPORT and RECREATION

Certificate III in Sport and Recreation [SRO30106]



All students who complete the Certificate III in Sport and Recreation will have a basic understanding of risk management and client services. The student also has a number of specialist options including retail, sales and marketing, and events and facilities.

For those specialising in Retail, the student will be able to:

- ✦ arrange, present, price and label merchandise
- ✦ implement sales policies and procedures; and,
- ✦ apply product knowledge to provide advice to clients and other sales staff.

For those specialising in Sales and Marketing, the student will be able to:

- ✦ collect and present data on the internal and external business environment;
- ✦ identify and present potential market;
- ✦ prepare and develop an elementary marketing audit report;
- ✦ develop product knowledge as preparation for the sales process;
- ✦ identify potential sales prospects through the application of prospecting methods;
- ✦ present a sales solution in response to the specific buying needs of the client;
- ✦ secure prospect commitment to proceed with a sale;
- ✦ attend to post sale activities that build and strengthen the partnership between salesperson and client in order to enhance the prospect of future sales; and
- ✦ self-manage sales performance through establishing an individualised sales plan and through the management of stress, time and sales-oriented paperwork.

For those specialising in Events and Facilities, the student will be able to:

- ✦ coordinate guest/delegate registrations at venue;
- ✦ implement facility maintenance programs;
- ✦ educate the public on the safe use of a sport and recreational resource;
- ✦ improve client awareness and implementation of environmental management practice; and,
- ✦ develop and update events industry knowledge.

**Employability Skills:** A summary of the employability skills developed through this qualification can be downloaded from <http://employabilityskills.training.com.au>.

**Electives can include Units of Competency from the following areas:**

- |                               |                    |                           |
|-------------------------------|--------------------|---------------------------|
| ✦ Coaching & instruction      | ✦ Marketing        | ✦ Sports Trainer          |
| ✦ General Coaching Principles | ✦ Sales            | ✦ Community Recreation    |
| ✦ Fitness                     | ✦ General Business | ✦ Business Administration |



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The requirement for a Certificate III in Sport and Recreation will comprise achievement of a total of eighteen (18) to twenty-five (25) of the following units of competency:

## CORE (All core competencies must be completed):

BSBCM302A	Organise personal work priorities and development
BSBFLM303A	Contribute to effective workplace relationships
ICAITU006C	Operate computing packages
SRXFAD002A	Provide advanced first aid response (SMA)
SRXGCS004A	Meet client needs and expectations
SRXGCST03A	Process client complaints
SRXINU002A	Apply sport and recreation law
SRXOHS001B	Follow defined Occupational Health and Safety policies and procedures
SRXRIK001A	Undertake risk analysis of activities

## SPECIALISATION (Choose one of the following specialisations)

### Events and Facilities

SRXEVT001B	Coordinate guest/delegate registrations at venue
SRXFAC003B	Implement facility maintenance programs
SRXRES001B	Educate the public on the safe use of a sport and recreational resource
SRXRES002B	Improve client awareness and implementation of environmental management practice
THTFME03A	Develop and update events industry knowledge

### Retail

WRR15A	Maintain and order stock
WRRM3B	Coordinate product presentation
WRRS3B	Coordinate sales performance
WRRSS10B	Recommend sporting products and services

### Sales and marketing

BSBMKG301A	Research the market
BSBMKG302A	Identify marketing opportunities
BSBMKG303A	Draft an elementary marketing audit report
BSBSLS301A	Develop product knowledge
BSBSLS302A	Identify sales prospects
BSBSLS303A	Present a sales solution
BSBSLS304A	Secure prospect commitment
BSBSLS305A	Support post sales activities

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- |                               |                    |                           |
|-------------------------------|--------------------|---------------------------|
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This course is delivered face-to-face, blended or 1-to-1 personal tutoring including traineeships. Students may also be eligible for Recognition of Prior Learning depending on their prior experience.