

SIR07 RETAIL SERVICES TRAINING PACKAGE

Version 3.4

WA NOMINAL HOURS GUIDE

Introduction

This Guide has been generated to enable the stakeholders in this Industry in Western Australia to participate in the managed implementation of the National SIR07 Retail Services Training Package.

This Guide is designed to aid Registered Training Organisations (RTOs) to convert from existing Training Package qualifications to new Training Package qualifications within the scope of their training delivery.

The Guide should be read in conjunction with the endorsed components of the Training Package

Version 3.4 of the SIR07 Retail Services Training Package was released by Training.Gov.Au (TGA) on the 19 April 2016.

Transition Arrangements

Registered Training Organisations (RTOs) are required to deliver Training Package qualifications in accordance with the Standards for RTOs. For further information visit the Training Accreditation Council website www.tac.wa.gov.au.

Nominal Hours

Nominal hours are the hours of training notionally required to achieve the outcomes of units of competency.

Nominal hours are identified for nationally endorsed qualifications. Nominal hours may vary for a qualification depending on the selection of units of competency.

In Western Australia, nominal hours are used as a mechanism for funding allocation.

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Qualifications and Nominal Hours

The following table provides a summary of the qualification and nominal hours in version 3.4 of the SIR07 Retail Services Training Package

National Code	National Title	Nominal Hours
SIR50212	Diploma of Visual Merchandising	975

Units of Competency and Nominal Hours

The following table provides a summary of the units of competency and nominal hours in version 3.4 of the SIR07 Retail Services Training Package

National Code	National Title	Nominal Hours
SIRRMER405	Produce visual merchandising signs	40
SIRRMER406	Design, construct and maintain props	60
SIRRMER407	Design merchandisers	40
SIRRMER508	Produce retail visual illustrations	15
SIRRMER509	Manufacture visual merchandising signage and support structures	50
SIRRMER510	Produce working drawings	15
SIRRMER511	Plan, organise and maintain display lighting	40
SIRRMER512	Produce perspective drawings, plans and elevations	15
SIRRMER513	Develop concept visuals	15
SIRRMER514	Design and produce store plans and floor layouts	40
SIRRMER515	Manage visual merchandising projects	40
SIRRMER516	Style merchandise for photography	20
SIRRMER517	Develop and apply strategies for merchandising and corporate presentation	50
SIRRMER518	Present design concepts	30
SIRRMER519	Design and produce merchandising and in-store presentations	50
SIRXIND101	Work effectively in a customer service environment	40
SIRXIND102	Plan a career in the retail industry	20
SIRXMER304	Present products	125
SIRXMER406	Monitor in-store visual merchandising display	35
SIRXMER407	Plan and build visual presentations for a range of merchandise categories	60
SIRXMPR001A	Profile a retail market	35
SIRXQUA002A	Lead a team to foster innovation	35
SIRXWHS101	Apply safe work practices	20

Qualification Mapping

The following table provides an overview of the qualifications from Version 3.4 which replaces qualifications from the existing version of the SIR07 Retail Services Training Package.

v3.3 Current Qualification			v3.4 Replacement Qualification		
National Code	National Title	Hours	National Code	National Title	Hours
SIR10112	Certificate I in Retail Services	145		Qualification removed – superseded in version 1 of SIR Retail Services Training Package	
SIR20112	Certificate II in Community Pharmacy	395		Qualification removed – superseded in version 1 of SIR Retail Services Training Package	
SIR20212	Certificate II in Retail Services	375		Qualification removed – superseded in version 1 of SIR Retail Services Training Package	
SIR20312	Certificate II in Retail Fast Food	395		Qualification removed – superseded in version 1 of SIR Retail Services Training Package	
SIR30112	Certificate III in Community Pharmacy	575		Qualification removed – superseded in version 1 of SIR Retail Services Training Package	
SIR30212	Certificate III in Retail Operations	450		Qualification removed – superseded in version 1 of SIR Retail Services Training Package	
SIR30312	Certificate III in Retail Supervision	450		Qualification removed – superseded in version 1 of SIR Retail Services Training Package	
SIR30412	Certificate III in Business to Business Sales	320		Qualification removed – superseded in version 1 of SIR Retail Services Training Package	
SIR40112	Certificate IV in Community Pharmacy	355		Qualification removed – superseded in version 1 of SIR Retail Services Training Package	
SIR40212	Certificate IV in Retail Management	360		Qualification removed – superseded in version 1 of SIR Retail Services Training Package	
SIR50112	Diploma of Retail Management	590		Qualification removed – superseded in version 1 of SIR Retail Services Training Package	
SIR80112	Vocational Graduate Certificate in Retail Leadership	290		Qualification removed – superseded in version 1 of SIR Retail Services Training Package	
SIR80112	Vocational Graduate Certificate in Retail Leadership	1205		Qualification removed – superseded in version 1 of SIR Retail Services Training Package	

Mapping Units of Competency

The following table provides an overview of the units from Version 3.4 which replaces units from the existing version of the SIR07 Retail Services Training Package.

v3.3 Current Unit			v3.4 Replacement Unit			
National Code	National Title	Hours	National Code	National Title	Hours	E/NE
SIRCCPM501	Lead and develop pharmacy teams	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCCPM502	Manage pharmacy sales and service delivery	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCCPM503	Manage pharmacy premises and equipment	30		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCCPM504	Investigate new front-of-pharmacy products and services	40		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCDIS301	Accept prescriptions and return dispensed medicines to customers	10		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCDIS302	Deliver prescription medicines to customers outside the pharmacy	10		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCDIS303	Assist in dispensary operations	40		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCDIS404	Assist in dispensary stock control	20		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCDIS405	Assist in dispensary administration	20		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCDIS406	Assist in preparing dose administration containers	20		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCDIS407	Assist in preparing extemporaneous prescriptions	40		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCDIS408	Coordinate service to patients in residential care settings	25		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCHCS201	Support the supply of Pharmacy Medicines and Pharmacist Only Medicines	15		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCHCS302	Assist in managing Pharmacy Medicines and Pharmacist Only Medicines	30		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCHCS303	Advise on asthma management	20		Unit removed – superseded in version 1 of SIR Retail Services Training Package		

v3.3 Current Unit				v3.4 Replacement Unit		
National Code	National Title	Hours	National Code	National Title	Hours	E/NE
SIRCHCS304	Advise on smoking cessation	20		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCHCS305	Advise on continence management	20		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCHCS306	Advise on complementary medicines	20		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCHCS407	Test blood pressure and advise on self-monitoring	20		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCHCS408	Test blood glucose and advise on equipment and services for diabetes management	20		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCHCS409	Advise on diet, nutrition and weight-management products and services	20		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCHCS410	Advise on pregnancy and maternal health products and services	20		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCHCS411	Advise on wound care products and self-care	20		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCHCS412	Provide Australian Needle and Syringe Program services	15		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCHCS413	Supply and hire aids and equipment to support home health care	20		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCHCS414	Support the management of obstructive sleep apnoea	30		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCHCS415	Coordinate pharmacy health promotions and home medicine reviews	20		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCIND201	Operate in a community pharmacy framework	15		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCIND202	Plan a career in community pharmacy	20		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCMER401	Market and promote a pharmacy products and services area	40		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCPPK201	Assist customers seeking commonly requested vitamins, minerals and supplements	10		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCPPK202	Assist customers seeking eye and ear products	10		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCPPK203	Assist customers seeking first aid and wound care products	10		Unit removed – superseded in version 1 of SIR Retail Services Training Package		

v3.3 Current Unit				v3.4 Replacement Unit		
National Code	National Title	Hours	National Code	National Title	Hours	E/NE
SIRCPPK204	Assist customers seeking oral care product	10		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCPPK205	Assist customers seeking to relieve cough and cold symptoms	10		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCPPK206	Assist customers seeking to relieve skin and fungal conditions	10		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCPPK207	Supply medical devices	10		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCPPK308	Assist customers seeking relief from gastro-intestinal conditions	10		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCPPK309	Assist customers seeking to relieve common allergic symptom reactions	10		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCPPK310	Assist customers seeking analgesic and anti-inflammatory products	10		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCPPK311	Assist customers seeking baby or infant care medicines and products	10		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCPPK312	Assist customers seeking sexual health medicines and products	20		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRCQUA401	Coordinate a pharmacy quality system	40		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRRFSA001A	Apply retail food safety practices	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRRFSA302	Monitor food safety program	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRRMER001A	Merchandise food products	25		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRRMER002A	Pack and display meat products	25		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRRMER003A	Prepare and display fast food items	25		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRRMER004A	Prepare and display bakery products	25		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRRPOS001A	Process postal outlet transactions	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRRPOS002A	Handle mail received in a retail environment	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRRPOS003A	Deliver mail in a retail environment	15		Unit removed – superseded in version 1 of SIR Retail		

v3.3 Current Unit				v3.4 Replacement Unit		
National Code	National Title	Hours	National Code	National Title	Hours	E/NE
				Services Training Package		
SIRRPOS004A	Handle customer interviews and applications	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRRRPK001A	Advise on food products and services	20		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRRRPK002A	Advise on meat products	20		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRRRPK003A	Advise on fast food products	20		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRRRPK004A	Advise on bakery products	20		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRRRPK005A	Advise on seafood products	20		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRRRPK006A	Recommend liquor products	40		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRRRPK007A	Recommend and fit clothing or footwear products and services	40		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRRRPK008A	Recommend jewellery products and services	40		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRRRPK009A	Recommend toddler and baby products	40		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRRRPK010A	Recommend home and home improvement products and services	40		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRRRPK011A	Recommend books or newsagency services	40		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRRRPK012A	Recommend business and leisure products and services	40		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRRRPK013A	Hire and sell video and DVD products and services	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRRRPK214	Recommend specialised products and services	40		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRWFIN001A	Complete debtor process	40		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRWFIN002A	Manage debtor processes	40		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRWINV301	Administer supply to a business	40		Unit removed – superseded in version 1 of SIR Retail Services Training Package		

v3.3 Current Unit				v3.4 Replacement Unit		
National Code	National Title	Hours	National Code	National Title	Hours	E/NE
SIRWINV302	Monitor inventory capacity to meet demand	20		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRWSLS301	Build sales relationships	30		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRWSLS302	Process product and service data	30		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRWSLS303	Analyse and achieve sales targets	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRWSLS304	Build sales of branded products	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRWSLS305	Optimise customer and territory coverage	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXADM001A	Apply retail office procedures	15		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXADM002A	Coordinate retail office	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXCCS201	Apply point-of-sale handling procedures	20		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXCCS202	Interact with customers	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXCCS203	Promote loyalty programs	10		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXCCS304	Coordinate interaction with customers	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXCCS305	Maintain business to business relationships	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXCCS406	Provide professional customer service for high value and complex sales	20		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXCCS407	Develop business to business relationships	40		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXCCS408	Build retail relationships and sustain customer loyalty	40		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXCCS509	Manage business customers	40		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXCLM101	Organise and maintain work areas	15		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXCLM402	Manage store facilities	30		Unit removed – superseded in version 1 of SIR Retail		

v3.3 Current Unit				v3.4 Replacement Unit		
National Code	National Title	Hours	National Code	National Title	Hours	E/NE
				Services Training Package		
SIRXCOM101	Communicate in the workplace to support team and customer outcomes	50		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXCOM202	Communicate with customers using technologies	20		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXEBS001A	Acquire and retain online customers	50		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXEBS002A	Manage retail brands online	50		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXEBS003A	Manage and promote business to business e-commerce solutions	40		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXEBS004A	Select an e-business model	50		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXFIN002A	Perform retail finance duties	25		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXFIN003A	Produce financial reports	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXFIN004A	Manage financial resources	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXFIN005A	Manage operations to budget	40		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXFIN006A	Manage prices	50		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXFIN201	Balance point-of-sale terminal	20		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXGLC401	Monitor compliance with legislative requirements for the establishment of a retail business	50		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXGLC502	Establish business legal and legislative requirements	50		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXHRM001A	Administer human resources policy	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXHRM002A	Recruit and select personnel	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXICT001A	Operate retail technology	20		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXICT002A	Use computers as part of business and e-	35		Unit removed – superseded in version 1 of SIR Retail		

v3.3 Current Unit				v3.4 Replacement Unit		
National Code	National Title	Hours	National Code	National Title	Hours	E/NE
	commerce processes			Services Training Package		
SIRXICT303	Operate retail information technology systems	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXICT404	Adopt mobile commerce applications to improve sales and service	50		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXINV001A	Perform stock control procedures	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXINV002A	Maintain and order stock	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXINV003A	Plan inventory levels	40		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXINV005A	Control inventory	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXINV006A	Develop purchasing strategies	40		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXINV404	Manage retail merchandise range	25		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXINV407	Manage suppliers	25		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXMER201	Merchandise products	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXMER202	Plan, create and maintain displays	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXMER303	Coordinate merchandise presentation	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXMER405	Manage store presentation and pricing	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXMGT001A	Coordinate work teams	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXMGT002A	Maintain employee relations	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXMGT003A	Lead and manage people	30		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXMGT004A	Analyse and communicate information	80		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXMGT005A	Set strategic plans	80		Unit removed – superseded in version 1 of SIR Retail Services Training Package		

v3.3 Current Unit				v3.4 Replacement Unit		
National Code	National Title	Hours	National Code	National Title	Hours	E/NE
SIRXMGT006A	Initiate and implement change	150		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXMGT507	Manage staff through change	60		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXMGT508	Plan and prepare for business sustainability	40		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXMGT509	Manage diversity within the business	50		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXMPR002A	Provide marketing and promotion program support	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXMPR003A	Conduct telemarketing	30		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXMPR004A	Market products	40		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXMPR005A	Seize a business opportunity	30		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXMPR006A	Manage promotional activities	40		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXMPR007A	Devise a strategic marketing plan	60		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXMPR008A	Implement advertising and promotional activities	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXPRO002A	Implement product recalls	25		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXPRO003A	Review product or service performance	50		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXPRO005A	Manage distribution processes	50		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXPRO006A	Forecast product performance	40		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXPRO007A	Improve supply and distribution chains	50		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXPRO008A	Access product and service performance data	30		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXPRO401	Maximise sales of branded products and services	40		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXPRO504	Maximise product sales and market share	50		Unit removed – superseded in version 1 of SIR Retail		

v3.3 Current Unit				v3.4 Replacement Unit		
National Code	National Title	Hours	National Code	National Title	Hours	E/NE
				Services Training Package		
SIRXQUA001A	Develop innovative ideas at work	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXQUA003A	Create an innovative work environment	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXQUA004A	Set up systems that support innovation	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXQUA005A	Maintain operational quality and productivity	40		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXQUA006A	Benchmark and continuously improve operational quality	60		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXRPK001A	Recommend health and nutritional products and services	40		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXRPK002A	Recommend hair, beauty and cosmetic products and services	40		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXRSK002A	Maintain store security	20		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXRSK003A	Apply store security systems and procedures	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXRSK201	Minimise loss	20		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXRSK404	Control store security	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXSLS002A	Advise on products and services	25		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXSLS007A	Train sales team members	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXSLS008A	Develop a sales strategy	60		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXSLS009A	Manage sales teams	30		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXSLS201	Sell products and services	20		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXSLS303	Build relationships with customers	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXSLS304	Coordinate sales performance	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		

v3.3 Current Unit				v3.4 Replacement Unit		
National Code	National Title	Hours	National Code	National Title	Hours	E/NE
SIRXSLS405	Coordinate a retail operation during economic downturns	40		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXSLS406	Manage sales and service delivery	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXSLS410	Lead a sales representatives team	30		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXSRM801	Lead the organisation through change	70		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXSRM802	Lead the development of business opportunities	70		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXSRM803	Lead and develop retail staff	60		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXSRM804	Continuously improve operational retail processes	80		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXSRM805	Lead the strategic planning process in a service environment	80		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXSRM806	Manage and transform sales and service programs	60		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXSRM807	Lead the development of a visual merchandising strategy	60		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXSRM808	Plan and manage complex retail projects	60		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXSRM809	Manage retail operations in a region or area	80		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXWHS302	Maintain store safety	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		
SIRXWHS403	Provide a safe work environment	35		Unit removed – superseded in version 1 of SIR Retail Services Training Package		

Traineeships

The following table provides a summary of the qualifications in version 3.4 of the SIR07 Retail Services Training Package and the accredited traineeship courses they will replace.

V3.3 Current Qualification				V3.4 Replacement Qualification		
National Code	National Title	Traineeship	Hours	National Code	National Title	Hours
SIR20112	Certificate II in Community Pharmacy	Community Pharmacy (Level 2)	395		Qualification removed – superseded in version 1 of SIR Retail Services Training Package	
SIR20212	Certificate II in Retail Services	Retail (Level 2)	375		Qualification removed – superseded in version 1 of SIR Retail Services Training Package	
SIR30112	Certificate III in Community Pharmacy	Community Pharmacy (Level 3)	575		Qualification removed – superseded in version 1 of SIR Retail Services Training Package	
SIR30212	Certificate III in Retail Operations	Retail (Level 3)	450		Qualification removed – superseded in version 1 of SIR Retail Services Training Package	
SIR40112	Certificate IV in Community Pharmacy	Community Pharmacy (Level 4)	355		Qualification removed – superseded in version 1 of SIR Retail Services Training Package	
SIR40212	Certificate IV in Retail Management	Retail Management (Level 4)	360		Qualification removed – superseded in version 1 of SIR Retail Services Training Package	