

**BSB40820 - Certificate IV in Marketing and Communication  
(CRICOS COURSE CODE: 104928J)**



<b>Qualification/ Course</b>	BSB40820 Certificate IV in Marketing and Communication																																																						
<b>Purpose</b>	<p>This qualification is suitable for international students who would like to use developed marketing and communication skills and a broad knowledge base in a wide variety of contexts. Individuals in these roles apply solutions to a defined range of unpredictable problems and analyses and evaluate information from a variety of sources. They may provide leadership and guidance to others with some limited responsibility for the output of others, however they typically report to more senior practitioners.</p>																																																						
<b>Course Provider</b>	<p>RTO No: 41136 CRICOS No: 03416G International College of Melbourne Pty Ltd (ICM) Address: Level 11, 55 Swanston Street Melbourne Victoria 3000. Ph + 61 3 9662 3344 Email: <a href="mailto:admissions@icm.edu.au">admissions@icm.edu.au</a></p>																																																						
<b>Delivery Mode</b>	Classroom based/Face to Face delivery																																																						
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<b>Intake date</b>	January, March, May, July, September, November																																																						
<b>Course Duration</b>	<ul style="list-style-type: none"> <li>• CRICOS duration is: 52 weeks (which constitutes 40 teaching weeks (800 hours) + 12 weeks of break period)</li> <li>• Each teaching week= 20 hours</li> </ul> <p>The total volume of learning is broken up into 640 face to face training hours + 160 hours for Assessment activities/Distance Learning and Student support by the trainer over 40 teaching weeks (800 Hours). In addition students are expected to do independent/self-study which may involve reading their text books, class materials, discussing their work with their trainer/assessor and/or other students and completing assessment tasks that are not done in face to face time such as projects.</p>																																																						
<b>Career Outcomes and Education Pathways</b>	<p>Pathways into the qualification Individuals shall enter BSB40820 - Certificate IV in Marketing and Communication by satisfying the admission requirements. Pathways from the qualification After achieving BSB40820 - Certificate IV in Marketing and Communication, individuals could progress to Diploma of Marketing and Communication. Any alternative unit selection will need to be approved by the CEO and will be suitably documented with alternative Training and Assessment Strategy depicting the alternative units. The outcome for this qualification is either the BSB40820 - Certificate IV in Marketing and Communication or, should the participant depart the course before it has been completed, a Statement of Attainment for the units in which competency has been demonstrated.</p>																																																						
<b>Units of Competency</b>	<p>This course requires the completion of the following 12 units (including 6 core and 6 electives).</p> <table border="1"> <thead> <tr> <th>Code</th> <th>Title</th> <th>Core</th> <th>Elective</th> </tr> </thead> <tbody> <tr> <td>BSBCMM411</td> <td>Make presentations</td> <td><input checked="" type="checkbox"/></td> <td><input type="checkbox"/></td> </tr> <tr> <td>BSBCRT412</td> <td>Articulate, present and debate ideas</td> <td><input checked="" type="checkbox"/></td> <td><input type="checkbox"/></td> </tr> <tr> <td>BSBMKG433</td> <td>Undertake marketing activities</td> <td><input checked="" type="checkbox"/></td> <td><input type="checkbox"/></td> </tr> <tr> <td>BSBMKG435</td> <td>Analyse consumer behaviour</td> <td><input checked="" type="checkbox"/></td> <td><input type="checkbox"/></td> </tr> <tr> <td>BSBMKG439</td> <td>Develop and apply knowledge of communications industry</td> <td><input checked="" type="checkbox"/></td> <td><input type="checkbox"/></td> </tr> <tr> <td>BSBWRT411</td> <td>Write complex documents</td> <td><input checked="" type="checkbox"/></td> <td><input type="checkbox"/></td> </tr> <tr> <td>BSBMKG434</td> <td>Promote products and services</td> <td><input type="checkbox"/></td> <td><input checked="" type="checkbox"/></td> </tr> <tr> <td>BSBMKG442</td> <td>Conduct e-marketing communications</td> <td><input type="checkbox"/></td> <td><input checked="" type="checkbox"/></td> </tr> <tr> <td>BSBOPS403</td> <td>Apply business risk management processes</td> <td><input type="checkbox"/></td> <td><input checked="" type="checkbox"/></td> </tr> <tr> <td>BSBPEF402</td> <td>Develop personal work priorities</td> <td><input type="checkbox"/></td> <td><input checked="" type="checkbox"/></td> </tr> <tr> <td>BSBTWK401</td> <td>Build and maintain business relationships</td> <td><input type="checkbox"/></td> <td><input checked="" type="checkbox"/></td> </tr> <tr> <td>SIRXMKT006</td> <td>Develop a social media strategy</td> <td><input type="checkbox"/></td> <td><input checked="" type="checkbox"/></td> </tr> </tbody> </table>			Code	Title	Core	Elective	BSBCMM411	Make presentations	<input checked="" type="checkbox"/>	<input type="checkbox"/>	BSBCRT412	Articulate, present and debate ideas	<input checked="" type="checkbox"/>	<input type="checkbox"/>	BSBMKG433	Undertake marketing activities	<input checked="" type="checkbox"/>	<input type="checkbox"/>	BSBMKG435	Analyse consumer behaviour	<input checked="" type="checkbox"/>	<input type="checkbox"/>	BSBMKG439	Develop and apply knowledge of communications industry	<input checked="" type="checkbox"/>	<input type="checkbox"/>	BSBWRT411	Write complex documents	<input checked="" type="checkbox"/>	<input type="checkbox"/>	BSBMKG434	Promote products and services	<input type="checkbox"/>	<input checked="" type="checkbox"/>	BSBMKG442	Conduct e-marketing communications	<input type="checkbox"/>	<input checked="" type="checkbox"/>	BSBOPS403	Apply business risk management processes	<input type="checkbox"/>	<input checked="" type="checkbox"/>	BSBPEF402	Develop personal work priorities	<input type="checkbox"/>	<input checked="" type="checkbox"/>	BSBTWK401	Build and maintain business relationships	<input type="checkbox"/>	<input checked="" type="checkbox"/>	SIRXMKT006	Develop a social media strategy	<input type="checkbox"/>	<input checked="" type="checkbox"/>
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<b>Admission requirements</b>	<p><b><u>Pre-Enrolment Interview:</u></b> Selection for enrolment in our courses will be approved for applicants who meet the qualification selection criteria during the pre-training assessment interview prior the confirmation of enrolment at RTO. A satisfactory outcome of interview with authorised RTO Staff or representative. To ensure applicants are placed in a suitable course this training and assessment strategy, we review applicants existing knowledge, skills, experience and qualifications. Students will be asked to complete this Pre-Enrolment Interview form during the enrolment process by providing details of your existing knowledge, skills, experience and qualifications that are relevant to the course being applied for. International College of Melbourne will then review this information and respond to the student with the outcome of the review whether to proceed and ask for other admission requirements.</p> <p><b><u>Age Requirements:</u></b> All students must be aged 18 years or over at the time of applying for admission to the Institute.</p> <p><b><u>Attendance Requirement:</u></b> ICM recommends regular attendance of 20 hours per week (for the course duration) as the international student requirement from student visa conditions.</p> <p><b><u>Academic Requirements:</u></b></p> <ul style="list-style-type: none"> <li>Satisfactory completion of studies in applicant’s home country equivalent to an Australian Year 12 qualification is required for entry into this course.</li> </ul> <p><b><u>English Language/Literacy/Numeracy requirements:</u></b> We accept admission to the students if they qualify in <b>ANYONE (1)</b> of the following:</p> <ul style="list-style-type: none"> <li>The table below shows the English language test providers including information on English Language Intensive Courses for Overseas Students (ELICOS) and the minimum overall band scores student must achieve to meet the Student visa English language requirement.</li> </ul> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="padding: 5px;">English language test providers</th> <th style="padding: 5px;">Minimum test score</th> <th style="padding: 5px;">Minimum test score with either 10 weeks of ELICOS, Foundation Standard program or Pathway program</th> <th style="padding: 5px;">Minimum test score with either 20 weeks ELICOS or Foundation Extended program</th> </tr> </thead> <tbody> <tr> <td style="padding: 5px;">International English Language Testing System (IELTS)</td> <td style="padding: 5px;">6.0</td> <td style="padding: 5px;">5.5</td> <td style="padding: 5px;">5.0</td> </tr> <tr> <td style="padding: 5px;">TOEFL internet-based test (only accepted if test is taken on or before 25 July 2023) *</td> <td style="padding: 5px;">64</td> <td style="padding: 5px;">46</td> <td style="padding: 5px;">35</td> </tr> <tr> <td style="padding: 5px;">Cambridge English: Advanced (Certificate in Advanced English) **</td> <td style="padding: 5px;">169</td> <td style="padding: 5px;">162</td> <td style="padding: 5px;">154</td> </tr> <tr> <td style="padding: 5px;">Pearson Test of English Academic (PTE Academic)</td> <td style="padding: 5px;">50</td> <td style="padding: 5px;">42</td> <td style="padding: 5px;">36</td> </tr> </tbody> </table> <p>Source: <a href="https://immi.homeaffairs.gov.au/visas/getting-a-visa/visa-listing/student-500#Eligibility">https://immi.homeaffairs.gov.au/visas/getting-a-visa/visa-listing/student-500#Eligibility</a>.</p> <p>( OR )</p> <ul style="list-style-type: none"> <li>Completion of full-time studies in Australia in English within the past 2 years: Substantial component of AQF level 4 or higher on a student visa.</li> </ul> <p>(OR)</p> <ul style="list-style-type: none"> <li>any other form which satisfies the Institution during their pre-enrolment interview</li> </ul> <p><b>Identify the Language Literacy and Numeracy (LLN) needs of the students:</b></p>	English language test providers	Minimum test score	Minimum test score with either 10 weeks of ELICOS, Foundation Standard program or Pathway program	Minimum test score with either 20 weeks ELICOS or Foundation Extended program	International English Language Testing System (IELTS)	6.0	5.5	5.0	TOEFL internet-based test (only accepted if test is taken on or before 25 July 2023) *	64	46	35	Cambridge English: Advanced (Certificate in Advanced English) **	169	162	154	Pearson Test of English Academic (PTE Academic)	50	42	36
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LLN test is available at <https://icm.quiz.lln.training/?quizId=acsf3>. ICM Training and Assessment is committed to supporting all our students in successfully completing their selected course of study. National research consistently indicates that many students will require some level of LLN support. As such, we recognise that we have a responsibility to understand each student's unique LLN needs. Our desire is to identify any LLN needs that students may have as a student and to assist them in reducing the impact this may have on their studies with ICM.

	<p><b><u>A Unique Student Identifier (USI):</u></b> In addition, students, will need to provide RTO with their Unique Student Identifier number. A Unique Student Identifier (USI) is a reference number made up of numbers and letters, unique to each student. This USI allows them to link their previous and future VET qualifications into a single authenticated transcript, through the National Vocational Education and Training Data Collection, and prevents them from losing their record. This lets them see all their training results, from all their previous providers. A USI Number will stay with the student for life and must be recorded with any nationally recognised VET course they undertake.</p> <p><b><u>Computer literacy requirements:</u></b> All students enrolling into this program must know how to use the basic computer digital literacy skills in each of the following areas prior to graduation:</p> <ul style="list-style-type: none"> <li>(1) MS Windows</li> <li>(2) MS Office</li> <li>(3) Internet /e-mail skills.</li> <li>(4) email account</li> <li>(5) Using webinar tools as a participant</li> </ul>
<b>Class times</b>	<p style="text-align: center;"><b>Weekly class times</b></p> <p>20 hours per week as scheduled in your timetable given to you during orientation time</p>
<b>Holiday Periods</b>	<p>There is no training and assessment scheduled during the holiday periods as per the timetable to be followed.</p>
<b>Additional Support</b>	<p>All students whoever complete a language literacy and numeracy assessment upon enrolment will be provided with a range of learning support options and resources to help you achieve competency. Where additional support needs have been identified an <i>Individual Support Plan</i> will be developed which may include:</p> <ul style="list-style-type: none"> <li>• Mentoring from trainers</li> <li>• Additional classes, tutorials and workshops</li> <li>• Computer and technology support</li> <li>• Reasonable adjustment to assessments</li> </ul> <p>Provision of additional support services will be provided where necessary to enable students to participate in the same way as any other person regardless of whether support services have been required.</p>
<b>Assessment Arrangements</b>	<p>There are a variety of assessment methods used for this qualification including:</p> <ul style="list-style-type: none"> <li>• Activities (written)</li> <li>• Questions</li> <li>• Projects</li> <li>• Role-Play</li> <li>• Case Study</li> <li>• Report</li> </ul> <p>You will be required to complete assessments in class. You will be advised by your trainer and assessor about the assessment requirements for each unit at the commencement of delivery for that unit. Submission of assessment tasks will be in person to the trainer/assessor.</p>
<b>Course Credit</b>	<p>ICM can grant you credit towards your course for units of competency that you have already completed with another RTO or authorised issuing organisations. We can also grant you Credit for subjects or units you have completed where equivalence can be established between the unit in your course, and the subject or unit you have completed.</p>

	<p>There is no charge to apply for Credit. To apply, fill in the Credit Application Form and submit it as part of your enrolment. *Please refer to your Student Prospectus for more information on Course Credit. As an international student you should note that where you are granted credit this will reduce your course duration and you will be informed of this in writing.</p>
<p><b>Recognition of Prior Learning (RPL)</b></p>	<p>Recognition of Prior Learning (RPL) is a process where skills and knowledge that you have gained through work and life experience and other unrecognised training can be formally recognised. ICM has a process that has been structured to minimise the time and cost to applicants and provides a supportive approach to students wishing to take up this option. You should ideally apply for RPL at the time of enrolment, but you may also apply up to 2 weeks into your course. During the entry process and interview stage ICM will discuss with you the process and options for RPL. Suitability is often determined on how much experience you have in a certain area, your work history and previous training. If RPL is determined as a possibility for you, you will be provided with a kit that will guide you in working through each unit to determine relevant skills and experience and identify whether you would be able to provide the required evidence. A trainer/assessor will be available to assist you throughout this process. *Please refer to your Student Prospectus for more information on RPL. As an international student you should note that where you are granted RPL this will reduce your course duration and you will be informed of this in writing.</p>
<p><b>Costs</b></p>	<p><b>Total Tuition Fees:</b> \$7500 <b>Total Non-Tuition Fees:</b> \$200 <b>Payment Plan</b></p> <ul style="list-style-type: none"> <li>• Non-refundable enrolment deposit (prior to commencement) - \$200</li> <li>• Fees payable in 4 instalments</li> </ul> <p><b>RPL Costs:</b> Application for RPL includes a fee of \$200AUD per unit of competency. Nationally Recognized Training does not occur GST. Students will only be eligible to receive their qualification if fees have been paid in full and all course requirements have been met. Potential for fees to change over the duration of the course. *Please refer to your Student Prospectus for our Fees and Refunds Policy.</p>
<p><b>Inclusions</b></p>	<p>Unless otherwise specified, tuition fees include all the training and assessment as well as required resources and textbooks for students to achieve the qualification or course in which they are enrolling.</p> <p><b>A note about computers:</b> Many homework and assessment tasks require access to a computer and the internet and therefore it is recommended students bring or purchase a laptop if possible.</p> <p>If students don't have their own they can use nearby public facilities that are listed for their convenience in the Student Prospectus. It is optional for students to bring a laptop to class – some students may choose to do so to keep their notes organised, but where a computer is required for class activities the trainer/assessor will arrange to book the college computers for class sessions.</p>
<p><b>How to apply</b></p>	<p>If you would like to enroll in this course, please follow the process from our website: <a href="https://icm.edu.au/how-to-apply/">https://icm.edu.au/how-to-apply/</a></p>