

# Your Next Steps in Your Career

BSB40320

Certificate IV in Entrepreneurship and New Business

## Course Details

**Course Code:**  
BSB40320

**Duration:** 3-12 months (depending on experience)

**Delivery:** Online + Unlimited Phone Sessions

**Nationally Recognised:** Yes

### Suitable Roles:

- Existing and potential Small Business Owners
- Entrepreneurs who wish to grow and develop their business



## Who is this course for?

If you are working on your current business or developing your new business idea, this course takes you and your business from where you are now to where you want to be. You will be looking at all aspects of finance, marketing, KPIs, systems and your role in each of these.

## Where can this course take you?

This course will provide you with the skills to develop a Business Plan for the next 2 -5 years, while giving you a greater understanding of business growth strategies and business management skills. Learn how to:

- Plan Small business finances
- Market your business
- Coordinate implementation of customer service strategies
- Identify potential business opportunities & designing action plans
- Build positive client relationships and business networks
- Coordinate business resources
- Manage business operations
- Employ staff for your business and get them working as a team

*"The course gives you a greater understanding of the way a business runs. I now personally have a greater understanding of bookkeeping and understand how the balance sheets cashflow and profit and loss fit into the total financial look of the business."*

— Joanne Mobbs

\*Accurate as 14/03/2025 For the latest information see our webpage.

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## CONTACT US



**Phone**  
1800 998 500



**Website**  
globaltraining.edu.au



**Email**  
qualifications@globaltraining.edu.au



**Live Chat**  
gti.edu.au/contact

# Here is how to pay the least amount for your **Qualification**

Click to take our **FREE FUNDING QUIZ** and find out which funding option suits you best.

**FUNDING QUIZ**

## Confused which options may suit you?

Our friendly staff are here to help you out. Give us a call and we will work out the best options for you. Click the button to book a call, or chat to us online.

**CONTACT US**

**Full price of this course is \$5,750.**

**The remaining gap fee of your course can be paid via:**

- Payment Plan
- Tax Deductions Available

**Call 1800 998 500 for more information**



**We look forward to working with you!**

## Units

There are **10 units** in this qualification.

Your units may differ depending if you have credits, if you are completing another qualification also at the same time or if you have chosen different electives.

### **BSBESB301**

Investigate business opportunities

### **BSBESB402**

Establish legal and risk management requirements of new business ventures

### **BSBOPS401**

Coordinate business resources

### **BSBESB404**

Market new business ventures

### **BSBMKG434**

Promote products and services

### **BSBOPS404**

Implement customer service strategies

### **BSBESB403**

Plan finances for new business ventures

### **BSBESB407**

Manage finances for new business ventures

### **BSBESB406**

Establish operational strategies and procedures for new business ventures

### **BSBESB401**

Research and develop business plans

## NEXT STEPS

**1**

### **Choose Funding**

Complete our Funding Quiz OR Call Us on 1800 998 500 to find out what funding you are eligible for.

**2**

### **Enrol!**

Meet your Trainer and get started on your course.