



What will you learn in the Nationally Recognised Certificate IV in Entrepreneurship & New Business?





Plan finances for new business ventures.

Learn skills and knowledge required to identify financial requirements of a business, including profit targets, cash flow projections and strategies to garner financial support.

The unit applies to those establishing a business providing self-employment, as well as those establishing a new venture as part of a larger organisation.

A group of four students are sitting around a table in a library, engaged in a study session. A young man in a grey t-shirt is smiling and looking towards a young woman with glasses who is pointing at a document. Another young woman is looking at the laptop screen, and a fourth student is partially visible in the foreground. The background is filled with bookshelves. The text is overlaid on a semi-transparent blue and red background.

Coordinate business resources.

Learn the skills and knowledge required to determine and analyse existing and required resources, their effective application and the accountability for their use.

The unit applies to individuals with a broad knowledge of business resources and well-developed skills to ensure adequate resources are available to perform the work of the organisation.

Investigate business opportunities.

Learn the skills and knowledge required to research the viability of ideas for business opportunities and develop and present proposals for viable options in formats suiting a range of stakeholders.

The unit applies to those establishing or operating a business providing self-employment, as well as those establishing a new venture as part of a larger organisation.

Apply critical thinking to work practices.

Learn the skills and knowledge required to use advanced-level critical thinking skills in a workplace context. This includes using methods of analysis, synthesis and evaluation.

The unit applies to individuals who evaluate existing or proposed work practices. These individuals are typically responsible for reviewing or developing work processes, products or services that may be proposed or already exist.

Implement customer service strategies.

Learn the skills and knowledge required to advise, carry out and evaluate customer service strategies.

The unit applies to individuals who have well developed skills and a broad knowledge of customer service strategies for addressing customer needs and problems. Individuals may provide guidance or delegate work related tasks to others.



Apply digital solutions to work processes.

Learn the skills and knowledge required to advise, carry out and evaluate customer service strategies.

The unit applies to individuals who have well developed skills and a broad knowledge of customer service strategies for addressing customer needs and problems. Individuals may provide guidance or delegate work related tasks to others.



Build and maintain business relationships.

Learn the skills and knowledge required to establish, develop and maintain effective work relationships and networks through relationship building and negotiation skills required by workers.

These workers may be within an organisation as well as freelance or contract workers.

The unit applies to individuals with a broad knowledge of networking and negotiation who contribute to creating solutions to unpredictable problems. They may have responsibility for and provide guidance to others.

Research and develop business plans.

Learn the skills and knowledge required to research and develop business plans for achieving business goals and objectives.

The unit applies to those establishing or operating a business providing self-employment, as well as those establishing a new venture as part of a larger organisation.