

# Development Pathways

## Certificate III

- Success Strategies for Team Leaders and Supervisors  
(Cert. III in Business BSB30110)
- The Sales Edge  
(Cert. III in Wholesale SIR30307) (1)

## Statement of Attainment (SOA) Towards Certificate IV

- The Performance Edge  
(SOA towards Cert IV in Frontline Management BSB40807)
- Leading and Managing for Results  
(SOA towards Cert IV in Frontline Management BSB40807) (2)
- Effective Personal Leadership  
(SOA towards Cert. IV in Frontline Management BSB40807) (2)
- Managing High Performance  
(SOA towards Cert IV in Frontline Management BSB40807) (2)

## Certificate IV

- The Challenge of Leadership  
(Cert. IV in Frontline Management BSB40807)
- The Sales Edge  
(Cert. IV in Business Sales BSB40610) (1)

## Diploma

- High Performance Management  
(Diploma of Management BSB51107)

(1) Note: Graduates of The Sales Edge course may attain a Cert. IV in Business Sales, and/or a Cert. III in Wholesale.

(2) Note: A full Cert. IV in Frontline Management may be attained by the completion of the Effective Personal Leadership course or the Leading and Managing for Results course and the Managing High Performance course.