



Australian Government

**BSB30220 Certificate III in
Entrepreneurship and New Business**

Release: 1

BSB30220 Certificate III in Entrepreneurship and New Business

Modification History

Release	Comments
Release 1	This version first released with BSB Business Services Training Package Version 7.0.

Qualification Description

This qualification reflects the role of individuals establishing or carrying on business as a sole trader or contractor, as well as those supporting the establishment of a new venture as part of a larger organisation.

These individuals apply a broad range of competencies in varied contexts, using some discretion and judgement and relevant theoretical knowledge. They may provide technical advice and support to a small team.

Licensing/Regulatory Information

No licensing, legislative or certification requirements apply to this qualification at the time of publication.

Entry Requirements

Nil

Packaging Rules

Total number of units = 10

4 core units plus

6 elective units, of which:

- 4 elective units must be selected from the elective units listed below
- for the remaining 2 elective units:
 - up to 2 units may be selected from the elective units listed below
 - if not listed, up to 2 units may be selected from a Certificate II, Certificate III or Certificate IV from this or any other currently endorsed Training Package qualification or accredited course.

Elective units must be relevant to the work environment and the qualification, maintain the integrity of the AQF alignment and contribute to a valid, industry-supported vocational outcome.

Core units

- BSBESB301 Investigate business opportunities
- BSBESB302 Develop and present business proposals
- BSBESB303 Organise finances for new business ventures
- BSBESB305 Address compliance requirements for new business ventures

Elective units

- BSBCRT411 Apply critical thinking to work practices

BSBESB304 Determine resource requirements for new business ventures

- BSBFIN302 Maintain financial records
- BSBHRM415 Coordinate recruitment and onboarding
- BSBINS309 Maintain business records
- BSBLEG421 Apply understanding of the Australian legal system
- BSBOPS302 Identify business risk
- BSBOPS304 Deliver and monitor a service to customers
- BSBOPS305 Process customer complaints
- BSBOPS306 Record stakeholder interactions
- BSBPEF301 Organise personal work priorities
- BSBPEF302 Develop self-awareness
- BSBPUR301 Purchase goods and services
- BSBSTR301 Contribute to continuous improvement
- BSBSTR401 Promote innovation in team environments
- BSBSUS412 Develop and implement workplace sustainability plans
- BSBTEC405 Review and maintain organisation's digital presence
- BSBTWK401 Build and maintain business relationships
- BSBWHS311 Assist with maintaining workplace safety
- BSBXCM301 Engage in workplace communication
- BSBXCS303 Securely manage personally identifiable information and workplace information
- BSBXDB301 Respond to the service needs of customers and clients with disability
- FNSFLT201 Develop and use a personal budget
- SIRXCEG005 Maintain business to business relationships
- SIRXOSM003 Use social media and online tools

Qualification Mapping Information

Supersedes and is equivalent to BSB30315 Certificate III in Micro Business Operations.

Links

Companion Volume implementation guides are found in VETNet -
<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=11ef6853-ceed-4ba7-9d87-4da407e23c10>

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