



Diploma in Advanced Applied Retail Management

(Level 7) (240 Credits)

Developing effective executive level retail sector managers and leaders.



Leads to employment internationally as a ...

retail business manager, retail operations manager, retail business owner, retail supervisor, retail business budget manager, marketing or stock control manager, regional manager for an international retail or sales focussed company, retail outlet sales coach, territory manager, online sales manager, distribution manager, divisional company manager, global region manager, distribution manager, sales marketing manager, retail company buyer, retail business analyst, retail business advisor or consultant, retail company chief executive.

Programme Objective

The objective of this programme is to develop executive level retail business managers, leaders and business owners.

What you can expect...

Learners in this programme will enjoy interactive and applied sessions, four extended work-based learning experiences in retail businesses, field trips, visits to businesses and business meetings, talks and discussions with experienced retail business owners and managers plus tutorials, valuable assessment tasks and one to one coaching to support achievement of the programme graduate profile.

Entry Criteria

All domestic students must be at least 18 years old and hold a Level 4 or 5 qualification in Business, Retail and/or Computing or equivalent and or have 4 years retail experience or 2 years in trainee or retail management position. International students must be at least 19 years old and have an average English IELTS proficiency level in Academic English at a 6 level plus hold a Level 5 qualification in Business and/or Computing or equivalent. Previous work experience or a demonstrated interest in the retail sector would be an advantage. All applicants to the programme will be required to complete an application form which demonstrates their interest in the retail sector and may be interviewed to assess their suitability for the programme.

Programme Content:

Programme content includes retail environment, retail business communication, customer focus for strategic advantage, financial planning and information for retail managers, business information systems, retail strategic management and sustainable work practices, managing retail logistics, managing retail operations, retail marketing, retail business law in New Zealand, work-based learning experiences, and applied retail project.

Paper Summary

	Year One Papers	Credits	Level
ARM 601	Retail Environment	15	6
ARM 602	Business Communication in Retailing	15	6
ARM 603	Customer Focus for Strategic Advantage	15	6
ARM 604	Retail Work-Based Learning Experience 1	15	6
ARM 605	Financial Planning & Information for Retail Managers	15	6
ARM 606	Business Information Systems	15	6
ARM 607	Retail Strategic Management & Sustainable Work Practices	15	6
ARM 608	Retail Work-Based Learning Experience 2	15	6
ARM 609	Company Studies	15	6
	Year Two Papers		
ARM 701	Managing Retail Logistics	15	7
ARM 702	Managing and Leading People in Retailing	15	7
ARM 703	Managing Retail Operations	15	7
ARM 704	Retail Work-Based Learning Experience 3	15	7
ARM 705	Retail Marketing	15	7
ARM 706	Retail Business Law in New Zealand	15	7
ARM 707	Retail Work-Based Learning Experience 4	15	7
ARM 708	Applied Retail Project	15	7

Note: Learners may select three of the following papers: ARM 606, 609, 701, 705

Duration	80 weeks
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Programme may be studied part-time

People are always going to go shopping. A lot of our effort is just: 'How do we make the retail experience a great one?'

Philip Green

Programme Owner



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