

Retail Selling

COURSE CONTENT

Customer Service	5N0972
Digital Marketing	5N1364
Retail Administration	5N1860
Retail Display	5N1861
Retail Selling	5N1619
Spreadsheet Methods	5N1977
Communications	5N0690
Work Experience	5N1356
Principles & Practice of Selling	5N2062

INTRODUCTION

This course provides students with marketable skills and a comprehensive understanding of the retail sector. This course is about giving the customer what they want and delivering it effectively. The course runs in partnership with some of the big retailers in Cork. Students participate in

- Professional guest lectures
- Site visits
- Sales Institute and marketing event participation
- Manual Handling Training
- *Pitstop* Leadership Programme from Common Purpose for selected students.
- Entrepreneurial skills workshop

ENTRY REQUIREMENTS

Leaving Certificate, LCA or QQI Level 4. Mature students are exempt from Leaving Certificate requirement. All applicants are interviewed.

CERTIFICATION

QQI Level 5 Certificate in Retail Practice 5M2105

QQI Component Maths 5N1833 (available as option in evening for learners requiring Maths for progression)

Manual Handling Training and Certification

WORK PLACEMENT/EXPERIENCE

Students undertake work placement one day per week in partnership with a number of nominated retail outlets for the duration of the year. Students are assigned to one of the partnership companies for their placement.

EDUCATION PROGRESSION OPPORTUNITIES

CCOC QQI Level 6 Advanced Certificate in Tourism and Hospitality (Tourism with Business) 6M5012

CCOC QQI Level 6 Advanced Certificate in Business 6M4985

CCOC QQI Level 6 Advanced Certificate in Marketing and Event Management (Business) 6M4985

Excellent progression opportunities to UCC and other Higher Education colleges. Special arrangements in place with CIT (CCPS), Tralee IT and Waterford IT for preferential entry for College of Commerce students. Up to 390 CAO points for any Institute of Technology can be attained by successful completion of this course.

CAREER OPPORTUNITIES

Retail assistant, retail advisor. All students can access the Jobs Advice Hub (see pg. 85). Graduates can subscribe to 'CCOC college jobs register' and CCOC LinkedIn alumni for up to date vacancies and networking.

COURSE SPECIFIC CONTACT DETAILS

For further information email:
marketing@ccoc.ie
(021) 4223853

Course fees outlined on
www.corkcollegeofcommerce.ie