

WSQ Optimise Sales (Level 5)

Key items	Course
Course Title:	WSQ Optimise Sales (Level 5)
Course Reference No.:	TGS-2022017102
Course Unit Code:	FSS-BIN-5144-1.1
Funding Availability:	<ul style="list-style-type: none"> • SkillsFuture Funding (Baseline) • SkillsFuture Mid-career Enhanced Subsidy • SkillsFuture Enhanced Training Support for SMEs • SkillsFuture Credit (SFC) • Post-Secondary Education Account (PSEA)
Course Overview:	This 3-day module is designed to help you develop a comprehensive sales plan needed to make your mark in today's increasingly competitive and complex F&B sector. It looks into the development, execution and encouragement of effective sales strategies and incentives, taking into consideration the organisation's expectations of sales as well as the appropriate human resource strategies.
Who Should Attend:	Operation Managers, Multi-Outlet Managers, Outlet Managers and Assistant Outlet Managers in F&B service. Their responsibilities often involve formulating, executing, and reviewing sales plan system of their respective establishments. However, they have no formal training in this area.
Course Objectives:	Through our experiential classroom training, learners will learn how to: <ul style="list-style-type: none"> • Develop organisational sales plan and sales strategy • Implement and review sales plans at outlet level • Review organisational sales plans and strategy
Course Duration:	23 hours (Classroom Training – 20 hours, Assessment – 3 hours)
Course Fees:	\$650
Mode of Instruction:	<ul style="list-style-type: none"> • Lecture • Discussion • Demonstration / Practice • Role Play • Observation / Feedback
Mode of Delivery:	Part-time/Full-time
Mode of Assessment:	At the end of the module, learners are required to complete a total of 3 hours of assessment, comprising of case studies and written test.
Attendance Requirement:	A 75% minimum attendance is required for learner to be eligible to complete a WSQ Qualification
Passing Criteria:	Learners must be deemed 'C' Competent in all the assessment components to pass.
Qualification:	Upon successful completion of course and assessment, learners will be awarded a Statement of Attainment (SOA) issued by the SkillsFuture Singapore (SSG).
Entry Qualification:	<ul style="list-style-type: none"> • Learners must have a minimum pass in English (C6) for GCE 'O' Level Certificate and above or its equivalent (i.e. WSQ Work Place Literacy and Numeracy Skills Level 5). • For learners who do not meet the minimum requirements, an oral interview would be conducted to determine suitability for the course
Average Teacher to Student Ratio:	1:12

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Self-sponsored	Course Fee	Grant Amount (Subject to SSG's Approval)	Payment Amount
SkillsFuture Funding (Baseline) <ul style="list-style-type: none"> 50% of course fees Age >=21 years 	\$650.00	\$325.00	\$325.00*
SkillsFuture Mid-Career Enhanced Subsidy <ul style="list-style-type: none"> 70% of course fees Age >=40 years 		\$455.00	\$195.00*
Full Course Fee (Foreigners)		N.A	\$650.00
*SkillsFuture Credit Funding: <ul style="list-style-type: none"> Offset Payment Amount Singaporeans only >= 25 years 			
Self-sponsored Do note that the training grants disbursement criteria for Self-Sponsored learners are; <ul style="list-style-type: none"> Trainee has not obtained course fee fundings previously (same course title/course reference code/skills code) Course fees have been fully paid by trainees themselves; Trainee met 75% attendance requirement; and Trainee passed assessments (where applicable) 			
Company-sponsored Please note that there is employer-employee relationship and CPF contribution for employer-sponsored trainees. Should grant disbursement be rejected due to wrong company/UEN provided to Avanta, company is liable to pay the full course fees without grant.			
<u>Non-SME</u>	Course Fee	Grant Amount (Subject to SSG's Approval)	Payment Amount
SkillsFuture Funding (Baseline) <ul style="list-style-type: none"> 50% of course fees Singapore Citizens and Permanent Residents 	\$650.00	\$325.00	\$325.00*
SkillsFuture Mid-Career Enhanced Subsidy <ul style="list-style-type: none"> 70% of course fees Age >=40 years 		\$455.00	\$195.00*
Full Course Fee (Foreigners)		N.A	\$650.00
Note: Absentee Payroll Funding: 80% of hourly basic salary, capped at \$4.50/hr. All T&Cs apply.			
SME Registered and operating in Singapore with at least. 30% local shareholding, group annual sales turnover of <\$100 million or group employment size >= 200 workers			
SkillsFuture Enhanced Training Support for SMEs <ul style="list-style-type: none"> 70% of course fees Singapore Citizens and Permanent Residents 	\$650.00	\$196.00	\$84.00*
Full Course Fee (Foreigners)		N.A	\$650.00
Note: Absentee Payroll Funding: W.E.F. 1 Jan 2022, AP hourly rate will be standardised at \$4.50 per hour and Enterprise-level AP funding will be capped at \$100,000 per calendar year. All T&Cs apply.			
Company-sponsored Do note that the training grants disbursement criteria for Company-Sponsored learners are; <ul style="list-style-type: none"> Trainee has not obtained course fee fundings previously (same course title/course reference code/skills code) Course fees have been fully paid by sponsored company Trainee met 75% attendance requirement Trainee passed assessments (where applicable); and There is employer-employee relationship and CPF contribution for employer-sponsored trainees. 			

***Please note that prices are subject to change and grant amount is subjected to change and final approval by SSG.**