

The **Retail Trade** industry is engaged in the purchase and/or onselling, the commission based buying, and the commission based selling of goods, without significant transformation, to the general public.

In 2014, there were 9,934 enrolments in Retail Trade related courses. The highest proportion of enrolments were in the Certificate III and Certificate IV qualification levels (83 per cent in total). The largest number of enrolments were in Certificate III in Community Pharmacy (1,257 enrolments) and Certificate III in Retail Operations (1,160 enrolments). Approximately 25 per cent of Retail Trade training was related to specialised or in shortage occupations, equating to 2,521 enrolments.

The following three tables outline Victorian vocational training activity in 2014:

**Table 1: Vocational training in Retail Trade by qualification level (government subsidised), 2013 and 2014**

Qualification level	2013 enrolments	2014 enrolments
Certificate I	51	23
Certificate II	2,070	1,165
Certificate III	11,029	6,826
Certificate IV	1,678	1,454
Diploma	539	453
Advanced Diploma	11	11
Graduate Certificate	0	<5
<b>Total</b>	<b>15,379</b>	<b>9,934</b>

**Table 2: Vocational training in Retail Trade, top 20 courses (government subsidised), 2013 and 2014**

Course name	2013 enrolments	2014 enrolments
Certificate III in Community Pharmacy	1,890	1,257
Certificate III in Retail Operations	803	1,160
Certificate IV in Retail Management	1,310	760
Certificate III in Automotive Mechanical Technology	1,263	623
Certificate III in Light Vehicle Mechanical Technology	7	511
Certificate II in Retail Services	272	495
Certificate III in Meat Processing (Retail Butcher)	332	481
Certificate III in Automotive Sales	315	430
Certificate IV in Community Pharmacy	127	392
Certificate III in Retail Baking (Combined)	167	365
Certificate III in Food Processing (Sales)	497	363
Certificate III in Floristry	252	298
Certificate III in Retail Supervision	235	296
Diploma of Visual Merchandising	299	266
Certificate III in Retail Baking (Cake and Pastry)	397	229
Certificate III in Retail Baking (Bread)	186	229
Certificate IV in Automotive Mechanical Diagnosis	23	213
Diploma of Retail Management	221	162
Certificate III in Retail	4,159	134
Certificate II in Retail Make-up and Skin Care	275	133

**Table 3: Vocational training in Retail Trade qualifications aligned to specialised or in shortage occupations (government subsidised), 2013 and 2014**

Specialised or in shortage status	2013 enrolments	2014 enrolments
In Shortage or Specialised Qualifications	2,418	2,521
Other Accredited Industry-Specific Qualifications	12,961	7,413
<b>Total</b>	<b>15,379</b>	<b>9,934</b>

Please contact the Department of Education and Training with any questions or comments:

Lee-Anne Fisher, Director, Training Market Information and Analysis

(03) 9651 4461 or

[fisher.lee-anne.h@edumail.vic.gov.au](mailto:fisher.lee-anne.h@edumail.vic.gov.au)

**Data source:**

Department of Education and Training (DET), March 2015.

**Data notes:**

All figures are government subsidised enrolments, accredited (state or national) qualifications only (excludes foundation training).

Yearly data is based on preliminary data extracted from SVTS system as at 25 February 2015. Figures may be revised prior to the year-end submission to National Centre for Vocational Education and Research (NCVER).

Industry classifications are defined by the Australian Bureau of Statistics' Australian and New Zealand Standard Industrial Classifications (ANZSIC). Where a qualification is considered relevant across more than one industry, enrolments have been proportionally allocated across most relevant industries using employment data as a guide.

Specialised occupations are defined by the Australian Workforce and Productivity Agency's 2014 list of specialised occupations. Skills shortage occupations are informed by DET's list of *Victorian Skills Shortages 2014*.