

future
focused
skills



BSB30220 Certificate III in Entrepreneurship & New Business



Course overview

Ready to turn your side hustle into the main game? This course is for budding entrepreneurs and business owners to help develop the foundation skills and knowledge to bring a business idea to reality.

About the course

This course will help you to develop the knowledge to create proposals, arrange finances and develop a digital action plan for your new business.

In this course, you'll build skills to establish business networks, and apply critical thinking skills to common challenges in establishing a small or micro business.

The qualification is designed for both those looking to launch a small business venture, and new small business owners who want to develop their skills.

Career pathways

The career opportunities for entrepreneurs and small business owners are only limited by imagination. The course aims to equip you with the fundamental skills that enable you to establish your new business.

Depending on your idea and passion you may pursue a range of pathways including:

- Creative freelancer
- Content creator
- Consultant
- Small business operator
- Digital entrepreneur

Course features

- Self-paced, online delivery
- Flexible study to fit in with work and life
- Support from a dedicated trainer with expertise in the study discipline
- Ongoing student support through your study journey
- Affordable payment plan options

Assessment

Assessment is designed to ensure you can apply business concepts in practical contexts.

Assessment methods may include:

- written knowledge questions
- business planning activities
- development of proposals and financial plans
- projects based on business scenarios
- application of skills in a workplace or simulated environment

To achieve the qualification, you must be assessed as competent in all units of competency.



The entrepreneurial spirit is strong amongst Australians. A 2025 Westpac survey found 55% of Australians are either currently running a side hustle or actively considering launching one in the next 12 months.

Course structure

MiTraining delivers this qualification with set electives. That means the elective units of competency shown in the course structure were chosen to reflect the work outcomes, skills and knowledge required to be successful in pursuing a small business venture.

This qualification has 10 units of competency. You have between 12 to 24 months to finish all the units and assessments.

Some students choose to finish faster than that, but it is designed to be flexible so you can study at your own pace, in your own time.

How long it takes you to complete the qualification usually depends on your previous experience, how much time you have available between work commitments, and the pace you prefer to study at.

Unit Code	Unit Name	Type	Duration
BSBESB301	Investigate business opportunities	Core	8 weeks
BSBESB302	Develop and present business proposals	Core	
BSBESB303	Organise finances for new business ventures	Core	8 weeks
BSBESB305	Address compliance requirements for new business ventures	Core	
BSBESB304	Determine resource requirements for new business ventures	Elective	8 weeks
BSBOPS304	Deliver and monitor a service to customers	Elective	
SIRXCEG002	Assist with customer difficulties	Elective	8 weeks
BSBMKG442	Conduct e-marketing communications	Elective	
BSBTWK401	Build and maintain business relationships	Elective	8 weeks
BSBTEC405	Review and maintain organisation's digital presence	Elective	

Duration

The duration is 12 months full time but may also be completed in up to 24 months.

Entry requirements

here are no formal prerequisite qualifications.

To enrol, learners must:

- have access to a computer and internet
- provide a Unique Student Identifier (USI)

This qualification is best suited to learners who:

- have are developing a new business idea
- are currently working in, or have access to, a small business setting

Learners will need access to a workplace or simulated environment to complete assessment tasks.

Recognition of Prior Learning

RPL is an assessment pathway that recognises your existing skills and knowledge. If you believe you are a suitable candidate for RPL please contact MiTraining for support with this process.

Course fees

Visit mitraining.edu.au/policies for information about course fees and to view policy information. Contact our helpful student support team to discuss enrolment options and intakes.

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