



Kingston Institute Australia

I INFORMATION TECHNOLOGY

A APPLIED BLOCKCHAIN

A ACCOUNTING

L LEADERSHIP AND MANAGEMENT

H HOSPITALITY AND MANAGEMENT

B BUSINESS

G GENERAL ENGLISH

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OVERVIEW

OUR INSTITUTE

Hamro Institute of Business Technology Pty. Ltd., trading as Kingston Institute Australia (KIA), is a registered training organization (RTO) for delivering vocational education and training (VET) courses for domestic students in all states and territories in Australia. We are also registered on the Commonwealth Register of Institutions and Courses for Overseas Students (CRICOS) to deliver courses for international students.

REGISTERED COURSES

Courses or qualifications offered by KIA are nationally recognized in Australia and comply with Standards for National VET Regulator (NVR) and VET Quality Framework (VQF) for both domestic and international students, and with Education Services for Overseas Students (ESOS) Act 2000 and The National Code 2007 for international students.

OUR VISION AND VALUES

Our vision is to be recognized as one of the leading Australian private Education Provider.

The achievement of our vision and goals will be driven by the following core values: excellence in teaching and learning, caring for students and staff, and maintaining integrity, transparency, and accountability. Further, our vision and goals will be realized through the following strategic goals: produce employable and work-ready graduates who value life-long learning, maintain a sustainable and financially viable institution, and empower and involve staff, students and other stakeholders in all aspects of the learning and teaching experience.

MESMERIZING LOCATION

The Institute is centrally located in Eastern Sydney, just 450 meters away from the Central Train Station at Level 7, 8 Quay Street, Haymarket (Sydney CBD) NSW 2000.

FACILITATES

Our facilities include modern classrooms with computers, a student library, student recreation areas, and the student meeting place. Students can choose The Kingston Institute Australia as against other VET RTOs in Australia for the following reasons: smaller class sizes and face to face teaching, multiple intakes in a year, affordable courses, and excellent student support and counselling services. Students can also access free computer and unlimited Wi-Fi and internet at all time when they are in the premises.

OUR TRAINERS

We have highly qualified trainers and staff with long experience in teaching and research both in Australia and overseas. At The Institute, we not only focus on growing learners' academic potential but also their personal growth and specific needs. We understand that studying in a new environment can be an amazing experience. This can be even more so for international students studying away from family and friends.

STUDENT SUPPORT SERVICES

Administrative staff provide learners one-to-one support and counselling services if required, and develop intervention strategy accordingly if they are at risk of not completing their course or have some cultural shock. Accessing the student support and counselling service can provide an opportunity to better understand their situation and explore the possibilities for bringing about positive change.



Our Excellence

Our students are our main assets and with a very positive mind set, we aim to deliver quality education and focus on to highlight a very future oriented platform for them.

Highly Trained Trainers

We have highly qualified trainers and well-educated assessors with long experience in teaching and research both in Australia and overseas.

Mesmerizing Location

We are centrally located in Eastern Sydney, just 450 meters away from the Central Train Station.

Counselling Services

Effective Student Support and Counselling Services are provided for all students to ensure better productivity.

Multiple Intakes

We have four terms in a year each term with 2 blocks. Two blocks in a term allows students to enroll multiple times in a year and as and when they feel convenient.

Affordable Courses

We offer courses in affordable prices. This allows flexibility for students and especially for those who come from low income background.

Education System

Students are encouraged to attend classes. They are also motivated to maintain high standards by investing time in studies and other fruitful activities.

Scholarships

We provide scholarship to their hardworking and outstanding students.

ELIGIBILITY REQUIREMENT

ENGLISH PROFICIENCY

English Proficiency Proof is required as per the KIA Eligibility Check Program. Either a minimum IELTS test score of 5.5 or 65 score in TOEFL or equivalent should be provided and it must be noted that results older than two years will not be accepted.

or

The candidate should provide evidence that he/she has studied in English for at least five years in Australia, Canada, New Zealand, Republic of Ireland, South Africa, United Kingdom or United States.

NUMERACY REQUIREMENT

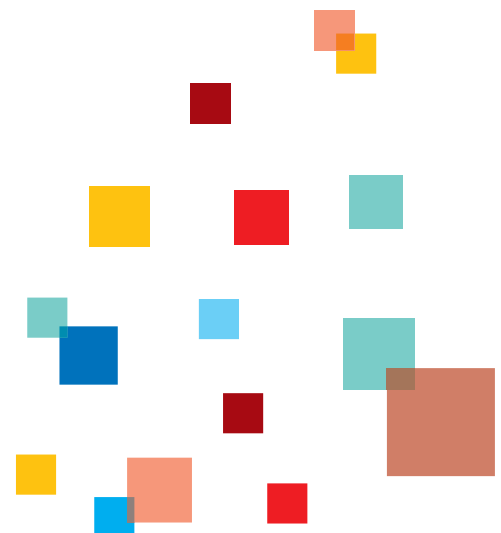
Numerical Proficiency Check is a short test specially conducted to check the student's eligibility in calculating numerical values. Student can successfully complete the institute's Language and numeracy test conducted in the campus (for onshore international students from Level 1, 2 countries only).

ACADEMIC REQUIREMENTS

For entry into the certificate IV level, domestic students should have satisfactorily completed the equivalent of Australian Year 11 or Certificate III or higher, while the international students should have completed the equivalent of Australian Year 12 or Certificate IV or higher. The entry requirement can be met by evidence of equivalent competency to either of the above through recognition of prior learning (RPL).

AGE REQUIREMENTS

International students should normally be 18 years of age or above at the time of their course commencement at the Institute. For under 18 students, they should have acceptable arrangements for accommodation, support and general welfare for the duration of the student visa or until they turn 18 as per the ESOS Act and National Code. In case of domestic students, if the applicant has not completed Year 11 or Certificate III or higher, the applicant must successfully complete The Institute's language and numeracy test, be aged 18 or over and demonstrate through an enrolment interview, either in person or by phone, that they have the skills and ability to succeed in their chosen course.



ACADEMIC PROGRAMS

Academic Program	Qualification	Duration	Full Fees Offshore
Information and Technology	Diploma	78 Weeks	15000\$
	Advanced Diploma	78 Weeks	15000\$
Applied Blockchain	Diploma	52 Weeks	10000\$
	Advanced Diploma	78 Weeks	15000\$
Accounting	Certificate IV	52 Weeks	10000\$
	Diploma	78 Weeks	15000\$
	Advanced Diploma	78 Weeks	15000\$
Leadership and Management	Diploma	52 Weeks	10000\$
	Advanced Diploma	78 Weeks	15000\$
Hospitality and Management	Certificate IV	78 Weeks	18000\$
	Advanced Diploma	78 Weeks	18000\$
Business	Certificate IV	52 Weeks	10000\$
	Diploma	52 Weeks	10000\$
	Advanced Diploma	78 Weeks	15000\$
General English Course		4 to 52 Weeks	200\$ per week

Articulation agreement with
**Southern Cross
 University**


Information and Technology

Pathways



Kingston Institute Australia

Diploma
of
Information
Technology



Kingston Institute Australia

Advanced
Diploma
of
Information
Technology

Diploma of Information Technology

National Code: ICT50220, CRICOS Code: 105509J

(Advanced Networking and Cyber Security)

Descriptor

This qualification reflects the role of individuals in a variety of information and communications technology (ICT) roles who have established specialised skills in a technical ICT function.

Graduates in these roles carry out moderately complex tasks in specialist fields, working independently, as part of a team or leading deliverables with others. They may apply their skills across a wide range of industries, business functions and departments, or as a business owner (sole trader/contractor).

Overall students will build strong background in Advanced networking (configuring and managing virtual computing environments, and security within ICT networks) and Cyber security (protecting sensitive data and information through security architecture and developing disaster recovery and contingency plans).

Course Structure

This course is delivered in 78 weeks in six terms, including 18 weeks of term breaks and holiday. Students will need to complete 20 units (6 core and 14 elective) of competency to attain the qualification.

Unit Code	Unit Name
Core Units	
BSBCRT512	Originate and develop concepts
BSBXCS402	Promote workplace cyber security awareness and best practices
BSBXTW401	Lead and facilitate a team
ICTICT517	Match ICT needs with the strategic direction of the organisation
ICTICT532	Apply IP, ethics and privacy policies in ICT environments
ICTSAS527	Manage client problems
Elective Units (Advanced Networking)	
ICTNWK529	Install and manage complex ICT networks
ICTNWK536	Plan, implement and test enterprise communication solutions
ICTNWK540	Design, build and test network servers
ICTNWK546	Manage network security
ICTNWK557	Configure and manage advanced virtual computing environments
ICTNWK559	Install an enterprise virtual computing environment
Elective Units (Cyber Security)	
ICTCYS407	Gather, analyse and interpret threat data
ICTCYS610	Protect critical infrastructure for organisations
ICTCYS613	Utilise design methodologies for security architecture
ICTSAS524	Develop, implement and evaluate an incident response plan
ICTSAS526	Review and update disaster recovery and contingency plans
Other Electives	
BSBWHS521	Ensure a safe workplace for a work area
ICTICT527	Develop and maintain Blockchain solutions
ICTSAS517	Use network tools

Career prospects

The purpose of this course is to provide students with knowledge, understanding and employability skills required to guide their actions and perform their duties within the general information technology area covering all aspects of IT. A wide range of theories, methods and practical skills are delivered in this course. The relevant information will provide greater understanding when undertaking projects, case studies and assignments to various IT system environments, which will prepare the student's employment in an IT support environment. The course encourages students gain understanding of the appropriate work practices required to competently undertake their roles and responsibilities.

Career :

Examples of indicative job roles for candidates seeking entry based upon their vocational experience include:

- Cybersecurity consultant
- Cybersecurity Officer
- Network Administrator
- Network support coordinator
- ICT Support Officer
- IT administrator
- IT operations administrator
- Network services administrator
- Network security coordinator

This breadth of expertise would equate to the competencies required to undertake this qualification.

Pathways to the qualification

- After achieving the Certificate IV in information Technology (ICT40118) or any other relevant qualification/s.
- By demonstrating vocational experience but without format qualification.

Pathways from the qualification

After achieving the ICT50120 Diploma of Information Technology, candidates may undertake ICT 60120 Advanced Diploma of Information Technology or a range of other qualifications at Bachelors.

Assessments

Training is delivered in a blended mode including 14 hours face-to-face in the classroom (70%) and 6 hours online learning (30%) weekly with a total of 20 hours per week. Approximately 50% time will be allocated to training delivery and the remaining 50% for assessments. The independent (or self-paced) learning, however, will be carried out in the Institute and other public libraries, class rooms and at home. The independent learning will help improve understanding and the skills and knowledge requirements of the training product, and thus will help complete the assessments with quality and on time.

Assessment method:

- Project
- Case study
- Written assessment
- Presentations/observations

Course fees

Total Course Fee: A\$15000 (A\$2500 per term)

Please note that course money may change during a student's enrolment. At least 30 days' notice will be provided to all students when course fees have changed.

Note: It is a requirement that an international student must have a valid health insurance cover for the duration of their visa.

Advanced Diploma of Information Technology

National Code: ICT60220, CRICOS Code: 105510E

(Cyber Security)

Descriptor

This qualification reflects the role of individuals in a variety of information and communications technology (ICT) roles who have significant experience in specialist technical skills, or managerial business and people management skills.

Individuals in these roles carry out complex tasks in a specialist field, working independently, leading a team or a strategic direction of a business. They apply their skills across a wide range of industries and business functions, or as a business owner (sole trader/contractor).

Course structure

This course is delivered in 78 weeks in six terms, including 18 weeks of term breaks and holiday. Students will need to complete 16 units (6 core and 10 elective) of competency to attain the qualification.

Unit Code	Unit Name
Core Units	
BSBCRT611	Apply critical thinking for complex problem solving
BSBTWK502	Manage team effectiveness
BSBXCS402	Promote workplace cyber security awareness and best practices
ICTICT608	Interact with clients on a business level
ICTICT618	Manage IP, ethics and privacy in ICT environments
ICTSAD609	Plan and monitor business analysis activities in an ICT environment
Elective Units (Cyber Security)	
ICTCYS604	Implement best practices for identity management
ICTCYS606	Evaluate an organisation's compliance with relevant cyber security standards and law
ICTCYS608	Perform cyber security risk assessments
ICTCYS612	Design and implement virtualised cyber security infrastructure for organisations
Other Elective Units	
BSBLDR601	Lead and manage organisational change
ICTNWK537	Implement secure encryption technologies
ICTNWK603	Plan, configure and test advanced internetwork routing solutions
ICTNWK604	Plan and configure advanced internetwork switching solutions
ICTSAS517	Use network tools
ICTNWK620	Design and implement wireless network security

Career prospects

The purpose of this course is to provide students with knowledge, understanding and employability skills required to guide their actions and perform their duties in a high level of IT environment. A wide range of high level of theories, methods and practical skills are delivered in this course. The relevant information will provide greater understanding when undertaking advanced projects, case studies and assignments to various advanced level of ICT problems, which will prepare the student's employment in a professionally-sound IT environment. The course encourages students gain understanding of the appropriate work practices required to competently undertake their roles and responsibilities.

Career :

Examples of indicative job roles for candidates seeking entry based upon their vocational experience include:

- Cyber Security Manager
- Cyber Security Operation Officer
- Computer technical Support Security Officer
- Information security Officer
- Penetration Tester Officer
- Network Audit Officer
- Security system help desk support Office
- Website/ Network Security Officer

This breadth of expertise would equate to the competencies required to undertake this qualification.

Pathways to the qualification

- After achieving the Diploma of information Technology (ICT50220) or any other relevant qualification/s
- By demonstrating vocational experience but without format qualification.

Pathways from the qualification

After achieving the ICT60220 Advanced Diploma of Information Technology (Cyber Security), candidates may undertake Bachelors of Information Technology or a range of other qualifications at Bachelors.

Assessments

Training is delivered in a blended mode including 14 hours face-to-face in the classroom (70%) and 6 hours online learning (30%) weekly with a total of 20 hours per week. Approximately 50% time will be allocated to training delivery and the remaining 50% for assessments. The independent (or self-paced) learning, however, will be carried out in the Institute and other public libraries, class rooms and at home. The independent learning will help improve understanding and the skills and knowledge requirements of the training product, and thus will help complete the assessments with quality and on time.

Assessment method:

- Research Project Report
- Case study
- Written assessment
- Observations(including individual work and/or group work and/or presentation)

Course fees

Total Course Fee: A\$15000 (A\$2500 per term)

Please note that course money may change during a student's enrolment. At least 30 days' notice will be provided to all students when course fees have changed.

Note: It is a requirement that an international student must have a valid health insurance cover for the duration of their visa.

Applied Blockchain

Pathways



Kingston Institute Australia

Diploma
of
Applied
Blockchain



Kingston Institute Australia

Advanced
Diploma
of
Applied
Blockchain

Diploma of Applied Blockchain

National Code: 10849NAT, CRICOS Code: 102434C

Descriptor

The purpose of this course is to provide participants with a range of knowledge, skills and, generic and specific competencies to support them in gaining employment in applying Blockchain technologies within an existing or new organisation.

Course Structure

This course is delivered in 52 weeks in 4 terms, including 12 weeks of term breaks and holidays. Students will need to complete 8 units (6 core and 2 elective) of competency to attain the qualification.

Unit Code	Unit Name
Core Units	
BLKEBF001	Establish a Blockchain framework for decentralised peer to peer consensus and innovation
NAT10849001	Apply the tenets of Blockchain to create value
NAT10849002	Plan for a Blockchain business model implementation
NAT10849003	Plan for disintermediation within a Blockchain business model
NAT10849004	Develop a Blockchain team business model
NAT10849005	Apply big data to Blockchain marketing strategies
Elective Units	
NAT10849006	Develop Blockchain governance policy
NAT10849007	Apply Blockchain to the Internet of Things

Career prospects

The course outcomes for graduates will vary greatly depending on existing qualifications and experience. In general, this course is intended to provide participants with the following vocational outcomes:

- Management or operational roles within an organisation implementing new business models that incorporate blockchain technologies to create value, efficiencies and new opportunities.
- Management or operational roles within an organisation implementing disruptive business systems that enable the application of blockchain technologies.
- Management or operational roles within an organisation charged with developing and overseeing blockchain teams.
- Some potential employment opportunities involving the delivery of the Diploma of Applied Blockchain course in Australia may be possible where the graduate also holds a Vocational Education Teaching qualification such as the Certificate IV in Training and Assessment or equivalent.

Pathways to the qualification

- After achieving the Certificate IV in information Technology (ICT40120) or any other relevant qualification/s
- By demonstrating vocational experience but without format qualification.

Pathways from the qualification

After achieving the 10849NAT Diploma of Applied Blockchain, candidates may undertake 10747 NAT Advanced Diploma of Blockchain or a range of other qualifications at Bachelors.

Assessments

Training is delivered in a blended mode including 14 hours face-to-face in the classroom (70%) and 6 hours online learning (30%) weekly with a total of 20 hours per week. Approximately 50% time will be allocated to training delivery and the remaining 50% for assessments. The independent (or self-paced) learning, however, will be carried out in the Institute and other Assessment in this course is designed to ensure that the participant demonstrates competency in all the stated units of competency. Consideration will be given to a holistic and integrated approach where possible to provide the participant with the opportunity to demonstrate competence in their ability to apply Blockchain technologies.

The main focus of this course is on the learning outcomes rather than how, when or where the learning occurred. Some participants may already be competent in one or more of the competencies and will, therefore, be given the opportunity to apply for Recognition of Prior Learning (RPL) or Recognition of Current Competency (RCC) credits.

Assessment method:

- A. Knowledge Workbook
 - Short answer questions
 - Matching / Multiple Choice questions
- B. Practical Research
 - Research / analysis of real life case study
 - Reports
 - Portfolio

C. Projects

- Planning, modeling and specifying
- Portfolio
- Presentations
- Essays

This course is designed to be conducted with blended learning with both theoretical components.

Course fees

Total Course Fee: A\$15000

Please note that course money may change during a student's enrolment. At least 30 days' notice will be provided to all students when course fees have changed.

Note: It is a requirement that an international student must have a valid health insurance cover for the duration of their visa.

Advanced Diploma of Applied Blockchain

National Code: 10747NAT, CRICOS Code: 102463J

Descriptor

The purpose of this course is to provide participants with a range of knowledge, skills, generic and specific competencies to support them in gaining employment in applying Blockchain technologies within an existing or new organisation.

Course structure

This course is delivered in 78 weeks in 6 terms, including 18 weeks of term breaks and holidays. Students will need to complete 8 units (6 core and 2 elective) of competency to attain the qualification.

Unit Code	Unit Name
Core Units	
BLKEBF001	Establish a Blockchain framework that supports decentralised peer-to-peer consensus and innovation
BLKDBM002	Develop a Blockchain business model
BLKFRS003	Develop a Blockchain network functional requirements specification
BLKSMC004	Create trust and activate a Blockchain with smart contracts
BLMOBN005	Develop a framework for operating a Blockchain network
BLKSNW006	Develop a strategic network framework for interoperability
Elective Units (two units only)	
BLKTBO007	Prepare the organisation for transitioning operations to a Blockchain network
BLKERE008	Develop a Blockchain governance model for stewardship
BLKRFB009	Lead recruitment strategy for block chain
BLKPER010	Analysis performance of a business model deployed on a Blockchain

Career prospects

Employment prospects for graduates are dependent on qualifications prior to starting this course. They may include, but are not limited to:

- Strategic or Management roles within an organisation researching and crafting new Business Models that incorporate Blockchain technologies to create value and efficiencies.
- Strategic or Management roles within an organisation researching and modelling business systems around the application of Blockchain technologies.
- Strategic or Management roles within an organisation charged with Transitioning organisational systems to new and emerging Blockchain technologies

Pathways to the qualification

- Completion of Advanced Diploma of Applied Blockchain (10849NAT) or any other relevant qualification/s.
- By demonstrating vocational experience but without format qualification.

Pathways from the qualification

After achieving the 10747 NAT Advanced Diploma of Blockchain, candidates may undertake Bachelors of Information Technology or a range of other qualifications at Bachelors.

Assessments

Training is delivered in a blended mode including 14 hours face-to-face in the classroom (70%) and 6 hours online learning (30%) weekly with a total of 20 hours per week. Approximately 50% time will be allocated to training delivery and the remaining 50% for assessments. The independent (or self-paced) learning, however, will be carried out in the Institute and other Assessment in this course is designed to ensure that the participant demonstrates competency in all the stated units of competency. Consideration will be given to a holistic and integrated approach where possible to provide the participant with the opportunity to demonstrate competence in their ability to apply Blockchain technologies.

The main focus of this course is on the learning outcomes rather than how, when or where the learning occurred. Some participants may already be competent in one or more of the competencies and will, therefore, be given the opportunity to apply for Recognition of Prior Learning (RPL) or Recognition of Current Competency (RCC) credits.

Assessment method:

- A. Knowledge Workbook
 - Short answer questions
 - Matching / Multiple Choice questions
- B. Practical Research
 - Research / analysis of real life case study
 - Reports
 - Portfolio
- C. Projects
 - Planning, modeling and specifying
 - Portfolio
 - Presentations
 - Essays

Course fees

Total Course Fee: A\$23000

Please note that course money may change during a student's enrolment. At least 30 days' notice will be provided to all students when course fees have changed.

Note: It is a requirement that an international student must have a valid health insurance cover for the duration of their visa.

Accounting

Pathways



Certificate IV
in
Accounting
and
Bookkeeping



Diploma
of
Accounting



Advanced
Diploma
of
Accounting

Certificate IV in Accounting and Bookkeeping

National Code: FNS40217, CRICOS Code: 097440G

Description

This qualification reflects the job roles of workers in the accounting industry, including Business Activity Statements (BAS) Agents and contract bookkeepers; and of those employees performing bookkeeping tasks for organisations in a range of industries. It includes preparing and lodging business and instalment activity

statements, and providing advice or dealing with the Commissioner on behalf of a taxpayer in relation to activity statements. Individuals in these roles apply theoretical and specialist knowledge and skills to work autonomously, and exercise judgement in completing routine and non-routine activities.

Course Structure

The qualification is delivered in 52 weeks in four terms, including 12 weeks of term breaks and holidays. Students will need to complete 13 units of competency (8 core and 5 elective) to attain the qualification.

Unit Code	Unit Name
Core Units	
BSBFIN401	Report on financial activity
FNSACC416	Setup and operate computerised accounting system
BSBTEC404	Use digital technologies to collaborate in the workplace
FNSINC411	Conduct work according to professional practices in the financial services industry
FNSACC312	Administer subsidiary accounts and ledgers
FNSACC412	Prepare operational budgets
FNSTPB402	Establish and maintain payroll systems
FNSACC311	Process financial transactions and extract interim reports
Elective Units	
FNSACC414	Prepare financial statements for non-reporting entities
FNSACC408	Work effectively in the accounting and bookkeeping industry
FNSTPB401	Complete business activity and instalment activity statements
FNSACC413	Make decisions in a legal context
FNSACC313	Perform financial calculations

Pathways to the qualification

The primary pathway from this qualification is employment in junior-level accounting and bookkeeping job roles. A further learning pathway utilising qualifications such as Diploma of Accounting would support career progression.

Pathways from the qualification

After completing this qualification, participants may seek relevant employment opportunities, or any training options. After achieving this qualification candidates may undertake Diploma level qualifications within FNS Financial Services Training Package, or other relevant qualification.

Assessments

Each unit of competency involves assessment tasks conducted in a range of contexts. Assessment methods include:

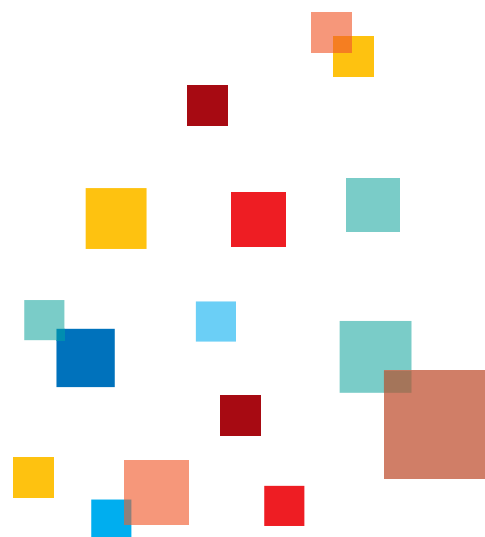
- Written research and questions answers
- Case study/written report
- Projects/written assignments
- Presentations/observations

Course fees

Total Course Fee: A\$10000 (A\$2500 per term)

Please note that course money may change during a student's enrolment. At least 30 days' notice will be provided to all students when course fees have changed.

Note: It is a requirement that an international student must have a valid health insurance cover for the duration of their visa.



Diploma of Accounting

National Code: FNS50217, CRICOS Code: 097441F

Description

This qualification reflects professional accounting job roles in financial services and other industries, including tax agents, accounts payable and accounts receivable officers, payroll service providers, and employees performing a range of accounting tasks for organisations in a range of industries. Individuals in these roles apply

solutions to a range of often complex problems, and analyse and evaluate information from a variety of sources. They apply initiative to plan, coordinate and evaluate their own work and provide guidance to others within defined guidelines.

Course structure

This qualification will be completed in 52 weeks, including 12 weeks of breaks and holidays. Students will need to complete 11 units of competency (6 core and 5 elective) to attain the qualification.

Unit Code	Unit Name
Core Units	
FNSACC511	Provide financial and business performance information
FNSACC512	Prepare tax documentation for individuals
FNSACC513	Manage budgets and forecasts
FNSACC514	Prepare financial reports for corporate entities
FNSACC516	Implement and maintain internal control procedures
FNSACC517	Provide management accounting information
Elective Units	
BSBLDR413	Lead effective workplace relationships
FNSACC405	Maintain inventory records
BSBMKG541	Identify and evaluate marketing opportunities
FNSACC505	Establish and maintain accounting information systems
BSBTEC402	Design and produce complex spreadsheets

Academic requirements

For entry into this qualification, both domestic and international students should have completed Australian Year 12 or equivalent. In addition, completion of the following six units, or their equivalent, which constitute the requirements for the FNSSS00014 Accounting Principles Skill Set:

- FNSACC311 Process financial transactions and extract interim reports
- FNSACC312 Administer subsidiary accounts and ledgers
- FNSACC408 Work effectively in the accounting and bookkeeping industry
- FNSACC416 Set up and operate a computerized accounting system
- FNSTPB401 Complete business activity and instalment activity statements
- FNSTPB402 Establish and maintain payroll systems;

or

Completion of FNS40615 Certificate IV in Accounting or equivalent; OR Completion of FNS40215 Certificate IV in Bookkeeping or equivalent; OR Completion of FNS40217 Certificate IV in Accounting and Bookkeeping or equivalent.

Pathways to the qualification

Preferred pathway for entering into this qualification would be Certificate IV in Accounting, or Certificate IV in Bookkeeping, or Certificate IV in Accounting and Bookkeeping (FNS40217). A learning pathway utilising qualifications such as Advanced Diploma of Accounting (FNS 60217) would support career progression.

Pathways from the qualification

After completing this qualification, participants may seek relevant employment opportunities, or any training options. After achieving this qualification candidates may undertake Advanced Diploma level qualification within Finance Services Training Package, or other relevant qualification.

Assessments

Each unit of competency involves assessment tasks conducted in a range of contexts. Assessment methods include:

- Written research and questions answers
- Case study/written report
- Projects/written assignments
- Presentations/observations

Course fees

Total Course Fee: A\$10000 (A\$2500 per term)

Please note that course money may change during a student's enrolment. At least 30 days' notice will be provided to all students when course fees have changed.

Note: It is a requirement that an international student must have a valid health insurance cover for the duration of their visa.

Advanced Diploma of Accounting

National Code: FNS60217, CRICOS Code: 097442E

Description

This qualification reflects the role of individuals working in accounting and seeking professional recognition, including tax agents, accounts managers and business analysts; and to employees performing a range of accounts management tasks for organisations in a range of industries. At this level individuals are expected

to apply theoretical and technical skills in a range of situations and to display initiative and judgement in planning activities. They have autonomy in performing complex operations and can be responsible for planning, coordinating and evaluating the work of others within broad but generally well-defined parameters.

Course structure

This qualification will be completed in 78 weeks, including 18 weeks of breaks and holidays. Students will need to complete 14 units of competency (3 core and 11 elective) to attain the qualification.

Unit Code	Unit Name
Core Units	
FNSACC624	Monitor corporate governance activities
FNSINC601	Apply economic principles to work in the financial services industry
FNSINC602	Interpret and use financial statistics and tools
Elective Units	
FNSACC613	Prepare and analyse management accounting information
FNSACC608	Evaluate organisation's financial performance
FNSACC605	Implement organisational improvement programs
FNSACC602	Audit and report on financial systems and records
FNSORG602	Develop and manage financial systems
BSBFIA412	Report on financial activity
FNSACC601	Prepare and administer tax documentation for legal entities
BSBMKG545	Conduct marketing audits
BSBESB403	Plan finances for new business ventures
BSBFIN601	Manage organisational finances
BSBMKG621	Develop organisational marketing strategy

Academic requirements

For entry into this qualification, both domestic and international students should have completed Australian Year 12 or equivalent. In addition, all students should have completed the Completion of both FNSSS00014 Accounting Principles Skill Set and FNSSS00015 Advanced Accounting Principles Skill Set; OR Completion of FNS50215 Diploma of Accounting; OR Completion of FNS50217 Diploma of Accounting. The entry requirement can be met by evidence of equivalent competency to either of the above through recognition of prior learning (RPL).

Pathways to and from the information

Preferred pathway for entering into this qualification would be Diploma of Accounting. After completing this qualification, participants may seek relevant employment opportunities as a senior accountant or similar role, or take any other training options. A further learning pathway could be Bachelors of Accounting or any Bachelors level qualification in financial services industry.

Assessments

Each unit of competency involves assessment tasks conducted in a range of contexts. Assessment methods include:

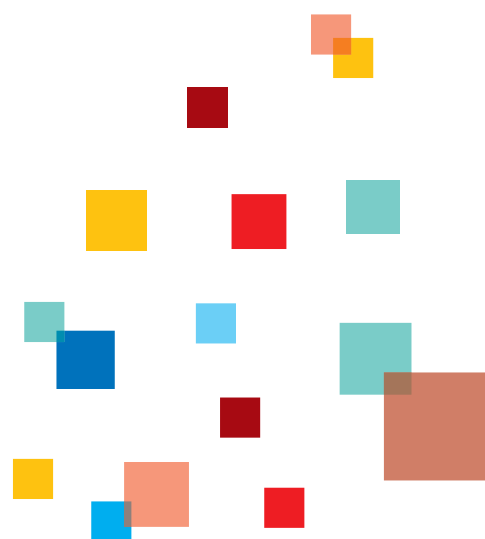
- Written research and questions answers
- Case study/written report
- Projects/written assignments
- Presentations/observations

Course fees

Total Course Fee: A\$15000 (A\$2500 per term)

Please note that course money may change during a student's enrolment. At least 30 days' notice will be provided to all students when course fees have changed.

Note: It is a requirement that an international student must have a valid health insurance cover for the duration of their visa.



Leadership and Management

Pathways



Kingston Institute Australia

Diploma of
Leadership
and
Management



Kingston Institute Australia

Advanced
Diploma of
Leadership
and
Management

Diploma of Leadership and Management

National Code: BSB50420, CRICOS Code: 104248M

Description

This course has been designed to reflect the role of individuals who apply knowledge, practical skills and experience in leadership and management across a range of enterprise and industry contexts. Individuals at this level display initiative and judgement in planning,

organizing, implementing and monitoring their own workload and the workload of others. They use communication skills to support individuals and teams to meet organizational or enterprise requirements.

Course structure

This course is delivered in 52 weeks in four terms, including 12 weeks of term breaks and holiday. Students will need to complete 12 units (6 core and 6 elective) of competency to attain the qualification.

Unit Code	Unit Name
Core Units	
BSBCMM511	Communicate with influence
BSBCRT511	Develop critical thinking in others
BSBLDR523	Lead and manage effective workplace relationships
BSBOPS502	Manage business operational plans
BSBPEF502	Develop and use emotional intelligence
BSBTWK502	Manage team effectiveness
Elective Units	
BSBFIN501	Manage budgets and financial plans
BSBOPS504	Manage business risk
BSBLDR521	Lead the development of diverse workforces
BSBOPS505	Manage organisational customer service
BSBSTR502	Facilitate continuous improvement
BSBTWK503	Manage meetings

Career prospects

Employment outcomes resulting from the completion of this course may include the following roles:

- Executive Manager
- Program consultant/Manager
- Program coordinator

Pathways to the qualification

- After achieving the Certificate IV in Business (BSB40120) or any other relevant qualification/s
- By demonstrating vocational experience but without formal qualification

Pathways from the qualification

After achieving this qualification candidates may undertake Advanced Diploma level qualifications within the BSB Business Service Training Package or other Training Packages.

Training pathways

Diploma	Advanced Diploma
Diploma of Business. Leadership and Management	Advanced Diploma of Business. Advanced Diploma of Leadership and Management

Assessments

Training is delivered in a blended mode including 14 hours face-to-face in the classroom (70%) and 6 hours online learning (30%) weekly with a total of 20 hours per week.

Assessments method:

- Role play
- Research/Case study
- Writing question and answer
- Observations (including individual work and/or group work and/or presentation)

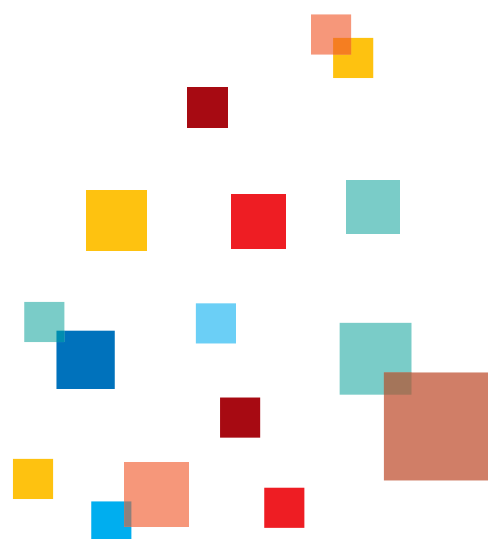
Upon successful completion of this course, students will receive a nationally recognized BSB50420 Diploma of Leadership and Management.

Course fees

Total Course Fee: A\$10000 (A\$2500 per term)

Please note that course money may change during a student's enrolment. At least 30 days' notice will be provided to all students when course fees have changed.

Note: It is a requirement that an international student must have a valid health insurance cover for the duration of their visa.



Advance Diploma of Leadership and Management

National Code: BSB60420, CRICOS Code: 107307C

Description

This qualification reflects the role of individuals who apply specialised knowledge and skills and a broad knowledge base in a wide variety of contexts, together with experience in leadership and management, across a range of enterprise and industry contexts. They use initiative and judgement to identify, analyse and synthesize information from a variety of sources, and plan and implement a range of leadership and

management functions, with accountability for personal and team outcomes within broad parameters.

They apply high-level solutions to a range of unpredictable problems, and analyse and evaluate information from a variety of sources. They provide high-level leadership and guidance to others within and outside organization.

Course structure

This course is delivered in 78 weeks in six terms, including 18 weeks of term breaks and holiday. Students will need to complete 10 units (5 core and 5 elective) of competency to attain the qualification.

Unit Code	Unit Name
Core Units	
BSBCRT611	Apply critical thinking for complex problem solving
BSBLDR601	Lead and manage organisational change
BSBLDR602	Provide leadership across the organisation
BSBOPS601	Develop and implement business plans
BSBSTR601	Manage innovation and continuous improvement
Elective units	
BSBHRM614	Contribute to strategic workforce planning
BSBHRM615	Contribute to the development of diversity and inclusion strategies
BSBPMG633	Provide leadership for the program
BSBSTR602	Develop organisational strategies
BSBXCM501	Lead communication in the workplace

Career Prospects

Employment outcomes resulting from the completion of this course may include the following roles:

- Senior executive Project Manager
- Senior manager and leader

Pathways to the qualification

- After achieving the Diploma of Leadership and Management (BSB50420) or any other relevant qualification/s
- By demonstrating vocational experience but without formal qualification

Pathways from the qualification

After achieving this qualification, candidate may be eligible to undertake a Bachelor's degree in Business or equivalent degree.

Assessments

Training is delivered in a blended mode including 14 hours face-to-face in the classroom (70%) and 6 hours online learning (30%) weekly with a total of 20 hours per week.

Assessment method include:

- Role play
- Research/Case study
- Writing question and answer
- Observations (including individual work and/or group work and/or presentation)

Course fees

Total Course Fee: A\$15,000 (A\$2500 per term)

Please note that course money may change during a student's enrolment. At least 30 days' notice will be provided to all students when course fees have changed.

Note: It is a requirement that an international student must have a valid health insurance cover for the duration of their visa.

Hospitality and Management

Pathways



Kingston Institute Australia

Certificate IV
in
Commercial
Cookery



Kingston Institute Australia

Diploma
of
Hospitality
Management

Certificate IV in Commercial Cookery

National Code: SIT40516, CRICOS Code: 107763A

Description

This qualification reflects the role of commercial cooks who have a supervisory or team leading role in the kitchen. They operate independently or with limited guidance from others and use discretion to solve non-routine problems.

This qualification provides a pathway to work in organisations such as restaurants, hotels, clubs, pubs, cafes and coffee shops, or to run a small business in these sectors.

Course structure

This qualification will be offered for 78 weeks, 60 weeks delivery and 18 weeks term breaks and holidays. Students will have to complete 33 units: 26 core and 7 electives to be competent in this qualification.

Unit Code	Unit Name
Core Units	
BSBDIV501	DBSBTWK501 Lead diversity and inclusion
BSBSUS411	Implement and monitor environmentally sustainable work practices
SITHCCC001	Use food preparation equipment
SITHCCC005	Prepare dishes using basic methods of cookery
SITHCCC006	Prepare appetisers and salads
SITHCCC007	Prepare stocks, sauces and soups
SITHCCC008	Prepare vegetable, fruit, eggs and farinaceous dishes
SITHCCC012	Prepare poultry dishes
SITHCCC013	Prepare seafood dishes
SITHCCC014	Prepare meat dishes
SITHCCC018	Prepare food to meet special dietary requirements
SITHCCC019	Produce cakes, pastries and breads
SITHCCC020	Work effectively as a cook
SITHKOP002	Plan and cost basic menus
SITHKOP004	Develop menus for special dietary requirements
SITHKOP005	Coordinate cooking operations
SITHPAT006	Produce desserts
SITXCOM005	Manage conflict
SITXFIN003	Manage finances within a budget
SITXFSA001	Use hygienic practices for food safety
SITXFSA002	Participate in safe food handling practices
SITXHRM001	Coach others in job skills
SITXHRM003	Lead and manage people
SITXINV002	Maintain the quality of perishable items
SITXMGT001	Monitor work operations
SITXWHS003	Implement and monitor work health and safety practices

Unit Code	Unit Name
Elective	
BSBFIN401	Report on Financial activity
BSBTEC301	Design and produce business documents
BSBTWK201	Work effectively with others
SITHIND002	Source and use information on the hospitality industry
SITXCCS006	Provide service to customers
SITXFIN004	Prepare and monitor budgets
SITXWHS002	Identify hazards, assess and control safety risks

Academic requirements

There is no specific entry requirement for this qualification.

International students should have satisfactorily completed the equivalent of Australian Year 12 or Certificate III or higher but the domestic students may complete Year 11 only to get admission.

Pathways for students

Academic Pathways

Students wish to continue their education into a range of Diploma qualifications, such as the SIT50416 Diploma of Hospitality Management.

Employment Pathways

Employment opportunities are in commercial cookery sector as chef or chef de partie.

Assessments

Competency determination is made after all relevant evidence is gathered. Kingston Institute Australia is receptive to evidence gathered from a variety of sources including our own assessment processes.

Kingston Institute Australia assessment processes include:

- Recognition of Prior Learning/Credit Transfer
- Written/Oral Questions
- Written reports/Portfolio Assessments
- Scenarios

Course Fees

Tuition Fees: AUD 12,000 per year

Enrolment fees: AUD 200

Material Fees: AUD 500

Diploma of Hospitality Management

National Code: SIT50416, CRICOS Code: 107764M

Description

This qualification reflects the role of highly skilled senior operators who use a broad range of hospitality skills combined with managerial skills and sound knowledge of industry to coordinate hospitality operations. They operate independently, have responsibility for others and make a range of operational business decisions.

This qualification provides a pathway to work in any hospitality industry sector as a departmental or small business manager. The diversity of employers includes restaurants, hotels, motels, catering operations, clubs, pubs, cafés, and coffee shops. This qualification allows for multiskilling and for specialisation in accommodation services, cookery, food and beverage and gaming.

Course structure

This qualification will be offered for 78 weeks, 60 weeks delivery and 18 weeks term breaks and holidays. Students will have to complete 28 units: 13 core and 15 electives to be competent in this qualification. These electives have been selected as being most appropriate for people with a wide variety of experience and knowledge who are seeking a firm understanding of modern Hospitality practices.

Unit Code	Unit Name
Core Units	
BSBTWK501	Lead diversity and inclusion
BSBOPS502	Manage business operational plans
SITXCCS007	Enhance customer service experiences
SITXCCS008	Develop and manage quality customer service practices
SITXCOM005	Manage conflict
SITXFIN003	Manage finances within a budget
SITXFIN004	Prepare and monitor budgets
SITXGLC001	Research and comply with regulatory requirements
SITXHRM002	Roster staff
SITXHRM003	Lead and manage people
SITXMGT001	Monitor work operations
SITXMGT002	Establish and conduct business relationships
SITXWHS003	Implement and monitor work health and safety practices
Elective	
SITXFSA001	Use hygienic practices for food safety
SITHKOP005	Coordinate cooking operations
BSBCMM411	Make presentations
BSBTEC301	Design and produce business documents
SITXWHS002	Identify hazards, assess and control safety risks
BSBFIN401	Report on financial activity
SITHPAT006	Produce desserts

SITHCCC013	Prepare seafood dishes
SITHCCC014	Prepare meat dishes
SITHCCC019	Produce cakes, pastries and breads
SITHIND002	Source and use information on the hospitality industry
BSBTWK201	Work effectively with others
SITXCCS006	Provide service to customers
SITXHRM001	Coach others in job skills
SITXINV002	Maintain the quality of perishable items

Academic requirements

There is no specific entry requirement for this qualification.

International students should have satisfactorily completed the equivalent of Australian Year 12 or Certificate III or higher but the domestic students may complete Year 11 only to get admission.

Pathways to and from

The preferred pathway for entry into this qualification, however, is completion of Certificate IV in Cookery or other relevant qualification/s. The entry requirement can be met by evidence of equivalent competency to either of the above through recognition of prior learning, RPL.

Assessments

The format for delivery/assessment will be designed around an eighteen (18) months delivery program involving a combination of classroom based theory and practical assessment sessions conducted in the commercial kitchen near the city.

Kingston Institute Australia practices the learning and assessment process of:

- Learn
- Practice and
- Assessment

Course Fees

Tuition Fees: AUD 12,000 per year

Enrolment fees: AUD 200

Material Fees: AUD 500

Business

Pathways



Kingston Institute Australia

Certificate IV
in
Business



Kingston Institute Australia

Diploma
of
Business



Kingston Institute Australia

Advanced
Diploma
of
Business

Certificate IV in Business

National Code: BSB40120, CRICOS Code: 107009B

Description

This qualification reflects the role of individuals in a variety of Business Services job roles. These individuals may have supervisory performance accountabilities.

Individuals in these roles carry out a mix of specialist and moderately complex administrative or operational tasks that require self-development skills. They use

well-developed skills and a broad knowledge base to apply solutions to a defined range of unpredictable problems and analyse information from a variety of sources. They may provide leadership and guidance to others with some limited responsibility for the output of others.

Course structure

This course is delivered in 52 weeks in four terms, including 12 weeks of term breaks and holiday. Students will need to complete 12 units (6 core and 6 elective) of competency to attain the qualification.

Unit Code	Unit Name
Core Units	
BSBWHS411	Implement and monitor WHS policies, procedures and programs
BSBCRT411	Apply critical thinking to work practices
BSBTEC404	Use digital technologies to collaborate in a work environment
BSBTWK401	Build and maintain business relationships
BSBWRT411	Write complex documents
BSBXCM401	Apply communication strategies in the workplace
Elective Units	
BSBPEF401	Manage personal health and wellbeing
BSBPEF402	Develop personal work priorities
Elective Units (Business Administration)	
BSBOPS401	Coordinate business resource
BSBPMG430	Undertake project work
BSBTEC401	Design and produce complex text documents
BSBTEC402	Design and produce complex spreadsheets

Career prospects

Employment outcomes resulting from the completion of this course may include the following roles:

- Administrator
- Project Officer
- Customer Service Officer

Pathways to the qualification

- After achieving the BSB30115 Certificate III in Business or other relevant qualification/s.
- With some vocational experience assisting in a range of environments providing administrative or operational support to individuals and/or teams without a formal business qualification.

Pathways from the qualification

Participants will be provided with advice on employment and training options throughout the delivery of the program.

After achieving this qualification candidates may undertake Diploma level qualifications within the BSB-Business Services Training Package, or other Training Packages.

Training pathways

Certificate IV	Diploma	Advanced Diploma
BSB40120 Certificate IV in Business	BSB50120 Diploma of Business	BSB60120 Advanced Diploma of Business

Assessments

Training is delivered in a blended mode including 14 hours face-to-face in the classroom (70%) and 6 hours online learning (30%) weekly with a total of 20 hours per week. Approximately 50% time will be allocated to training delivery and the remaining 50% for assessments. The independent (or self-paced) learning, however, will be carried out in the Institute and other public libraries, class rooms and at home. The independent learning will help improve understanding and the skills and knowledge requirements of the training product, and thus will help complete the assessments with quality and on time.

Assessments method:

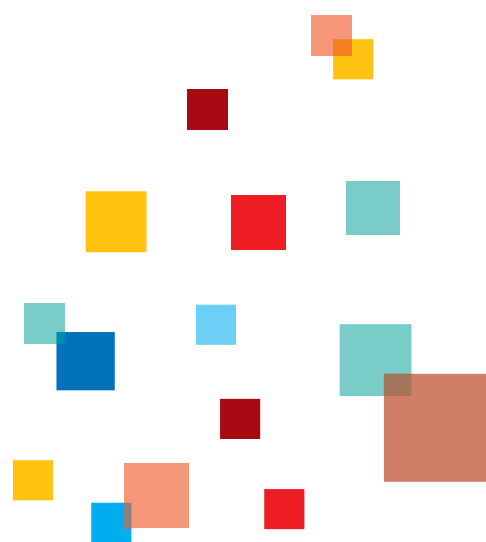
- Research Project Report
- Writing question and answer
- Observations (including individual work and/or group work and/or presentation)

Course fees

Total Course Fee: A\$10000 (A\$2500 per term)

Please note that course money may change during a student's enrolment. At least 30 days' notice will be provided to all students when course fees have changed.

Note: It is a requirement that an international student must have a valid health insurance cover for the duration of their visa.



Diploma of Business

National Code: BSB50120, CRICOS Code: 107007D

(Business Development)

Description

This course has been designed to reflect the role of individuals with substantial experience in a range of settings and who are seeking to further develop their skills and a broad knowledge base in a wide variety of contexts and business functions. This qualification is

suitable to the needs of individuals with little or no vocational experience but who possess sound theoretical business skills and knowledge that they would like to further develop in order to create further education and employment.

Course structure

This course is delivered in 52 weeks in four terms, including 12 weeks of term breaks and holiday. Students will need to complete 12 units (6 core and 6 elective) of competency to attain the qualification.

Unit Code	Unit Name
Core Units	
BSBCRT511	Develop critical thinking in others
BSBFIN501	Manage budgets and financial plans
BSBOPS501	Manage business resources
BSBSUS511	Develop workplace policies and procedures for sustainability
BSBXCM501	Lead communication in the workplace
Elective units	
BSBTWK503	Manage Meetings
BSBOPS504	Manage business risk
Elective (Business Development)	
BSBMKG541	Identify and evaluate marketing opportunities
BSBOPS404	Implement customer service strategies
BSBPRC502	Manage supplier relationships
BSBOPS505	Manage organisational customer service
SIRXMGT005	Lead the development of business opportunities

Career prospects

Employment outcomes resulting from the completion of this course may include the following roles:

- Executive officer
- Program consultant
- Program coordinator

Pathways to the qualification

- After achieving the Certificate IV in Business (BSB40120) or any other relevant qualification/s
- By demonstrating vocational experience but without format qualification

Pathways from the qualification

Participants are provided with advice on employment and training options throughout the delivery of the program.

After achieving this qualification candidates may undertake Advanced Diploma level qualifications within the BSB-Business Services Training Package, or other Training Packages.

Training pathways

Diploma	Advanced Diploma
BSB50120 Diploma of Business	BSB60120 Advanced Diploma of Business

Assessments

Training is delivered in a blended mode including 14 hours face-to-face in the classroom (70%) and 6 hours online learning (30%) weekly with a total of 20 hours per week. Approximately 50% time will be allocated to training delivery and the remaining 50% for assessments. The independent (or self-paced) learning, however, will be carried out in the Institute and other public libraries, class rooms and at home. The independent learning will help improve understanding and the skills and knowledge requirements of the training product, and thus will help complete the assessments with quality and on time.

Assessments method:

- Research Project Report
- Writing question and answer
- Observations (including individual work and/or group work and/or presentation)

Course fees

Total Course Fee: A\$10000 (A\$2500 per term)

Please note that course money may change during a student's enrolment. At least 30 days' notice will be provided to all students when course fees have changed.

Note: It is a requirement that an international student must have a valid health insurance cover for the duration of their visa.

Advanced Diploma of Business

National Code: BSB60120, CRICOS Code: 107008C

Description

This qualification reflects the role of individuals who use well-developed skills and a broad knowledge base in a wide variety of contexts. They apply solutions to a defined range of unpredictable problems, and analyse

and evaluate information from a variety of sources. They may provide leadership and guidance to others with some limited responsibility for the output of others.

Course structure

This course is delivered in 78 weeks in six terms, including 18 weeks of term breaks and holiday. Students will need to complete 10 units (5 core and 5 elective) of competency to attain the qualification.

Unit Code	Unit Name
Core Units	
BSBCRT611	Apply critical thinking for complex problem solving
BSBFIN601	Manage organisational finances
BSBOPS601	Develop and implement business plans
BSBSUS601	Lead corporate social responsibility
BSBTEC601	Review organisational digital strategy
Elective units	
BSBINS601	Manage knowledge and information
BSBSTR602	Develop organisational strategies
BSBWHS521	Ensure a safe workplace for a work area
BSBLDR602	Provide leadership across the organisation
BSBXCM501	Lead communication in the workplace

Career prospects

Employment outcomes resulting from the completion of this course may include the following roles:

- Senior executive project officer
- Senior administrator

Pathways to the qualification

- After achieving the Diploma of Business (BSB50120) or any other relevant qualification/s.
- By demonstrating vocational experience but without format qualification.

Pathways from the qualification

After achieving this qualification, candidate may be eligible to undertake a Bachelor's degree in Business or equivalent degree.

Assessments

Training is delivered in a blended mode including 14 hours face-to-face in the classroom (70%) and 6 hours online learning (30%) weekly with a total of 20 hours per week. Approximately 50% time will be allocated to training delivery and the remaining 50% for assessments. The independent (or self-paced) learning, however, will be carried out in the Institute and other public libraries, class rooms and at home. The independent learning will help improve understanding and the skills and knowledge requirements of the training product, and thus will help complete the assessments with quality and on time.

Assessments method:

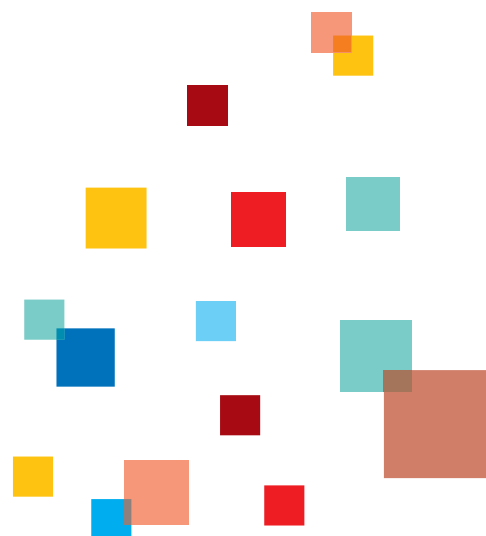
- Research/ Project, Case Study
- Writing Assessment
- Observations (including individual work and/or group work and/or presentation)

Course fees

Total Course Fee: A\$15000 (A\$2500 per term)

Please note that course money may change during a student's enrolment. At least 30 days' notice will be provided to all students when course fees have changed.

Note: It is a requirement that an international student must have a valid health insurance cover for the duration of their visa.



General English Course

General English Course

CRICOS Code: 105103J

Description

This course is developed keeping the interest of all students who wish to enhance their English language skills before attempting further study in Australia. This course develops your grammar, speaking, listening, reading and writing skills. You can start at any level from elementary to upper elementary and finish at any exit point that suits you. Completion at Upper Intermediate level will enable direct entry to many vocational courses with an IELTS 5.5 entry requirement.

We offer four levels of General English program:

- Elementary,
- Pre-Intermediate,
- Intermediate
- Upper-Intermediate.

Entry Requirements

No minimum entry requirements. Entry into the course is determined by the student's score of the English Placement Test.

- Elementary level
- Elementary for Pre-Intermediate level
- Pre-Intermediate for Intermediate level
- Intermediate for Upper-intermediate level

Age requirement

- 17 years and above

Duration of the course

- Depending on level of students it runs for 4 to 52 weeks (20 hours per week)

Start day

- Students can start on Monday of any week.

Pathways to further study

- KIA will help you to meet the English entry requirement of your chosen Vocational or Higher Education Course.
- Studying English with Kingston Institute Australia offers international student's entry into the chosen courses offered by any Registered Training Organisation.

Course fees

\$200 per week and \$350 materials fee one time.



ESOS framework

The ESOS Act 2000 and the National Code of Practice 2007 for Registration Authorities and Providers of Education and Training to Overseas Students (The National Code 2007) protect overseas students and uphold high quality standards of education within Australian education institutions. For further information on the ESOS Act and the National Code, please refer to: <https://aei.gov.au/regulatory-information/pages/regulatoryinformation.aspx>



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