Education is the most powerful weapon which you can use to change the world.

– Nelson Mandela

The Northern Sydney Institute, part of TAFE NSW, is one of Australia’s leading providers of vocational training and tertiary education.

We are a team of more than 1,000 people who wake up each morning with a thirst to educate, train and inspire. We believe in helping our students unlock potential and businesses achieve success. We see ourselves providing premium learning experiences that are memorable and life affecting.

We have seven campuses at Crows Nest, Hornsby, Meadowbank, Northern Beaches, Ryde, St Leonards (our Learning and Innovation Campus) and Bradfield, a senior college for specialised HSC options for year 11 and 12.

Our Institute offers nationally recognised courses from certificate to bachelor degree and everything in between. From full-time to part-time, online or face-to-face, we offer flexible programs to suit your needs. If you’re looking for a pathway to university, we have agreements with some of the best.

Whether you are just starting out in your career, returning to work after a break, looking to win that next promotion or building on your existing skills, we’ve got it covered.

And, if you need help choosing the right path? Explore our website for career and study options or our friendly career counsellors will help you with practical, expert advice on how you can get there – we’re just a phone call away.

Whatever journey you decide to embark on, we wish you the very best for now and the future.

We inspire learning. We unlock potential.

We are the Northern Sydney Institute.

– Kevin Harris
Institute Director
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As a matter of fact
we’ve done the figures

49,000+
enrolled to study with us*.

18%
of our students are university graduates with a thirst for real knowledge*.

90%
of students were happy with their experience*.

1,000+
strong team of staff ready to help you achieve**.

73%
of students gain employment after training with us*.

165
nationalities come to study with us*.

26%
of our students balance work with study*.

73%
of students gain employment after training with us*.

1,000+
strong team of staff ready to help you achieve**.

6
partner institutions in China.

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6
partner institutions in China.
Not all journeys are in a straight line, you don’t have to go from 1 to 10. You can jump in at 5, move up, move down, switch around.

Depending on the qualification, we can recognise prior learning or work experience to fast-track your study, completing your qualifications even sooner!

We also offer specialist skills sets and units out of the Australian Qualification Framework (AQF) as separate courses, so you can get just what you need, when you need it.

Want to know more?
Go to www.nsi.edu.au/pathways
Good plans shape good decisions… good planning helps to make elusive dreams come true.

-Lester R. Bittel
AN EVENTFUL INDUSTRY

Currently there are 25,200 conference and event organisers in Australia, earning on average $943 per week.

Job prospects are good and very strong growth in jobs for this occupation is forecast in the next five years.

Business events is one of the highest yielding sectors in Australia’s visitor economy. Currently worth $8 billion dollars, the sector has the potential to reach $16 billion annually by 2020.

(Source: joboutlook.gov.au and Tourism Research Australia)

You can put the right people together!

Imagine your excitement as the curtain is raised. You negotiated the contract for this world renowned inspirational speaker to give the keynote address at your conference – his is an international stage, but tonight he is on yours. You did your research – discovering the alignment of his corporate background with your organisation’s sustainability framework was the key. You negotiated beautifully – knowing that on the night of your client’s inaugural Pan Pacific conference, this industry figurehead would be travelling through Sydney between engagements. You made it happen – with your own equally impressive style.

Or perhaps you have just witnessed one of the fastest people on earth – did you even have time to breathe? Your love of sports and travel have dove-tailed perfectly with your passion for punctuality – and you are relishing your role with the Olympic Transport Operations Centre – not only did you manage to get the gold medallist’s family from their hotel to their premium stadium seats in record time, you also ensured that the media were in place – because of you, they captured the images that were broadcast around the world!
Your career
in events

CERTIFICATE III
in Events
Employment outcomes: event manager, volunteer manager, venue manager, catering sales manager, marketing and public relations, operations manager, producer or director
Gain entry into the event industry in an operational or administrative supportive role.

DIPLOMA
of Events
Employment outcomes: events assistant manager, sponsorship manager, catering/banquet sales manager, registration supervisor, volunteer coordinator, decorator/designer, media liaison/PR assistant, wedding planner
Develop the skills for a range of career opportunities in festivals, expositions, cultural events, conferences and corporate events.

ADVANCED DIPLOMA
of Events
Employment outcomes: event manager, volunteer manager, venue manager, catering sales manager, marketing and public relations, operations manager, security, safety and risk manager, producer, director
This qualification provides a range of career opportunities in festivals, expositions, cultural events, conferences and corporate events.

UNIVERSITY PATHWAY
Events Management
Employment outcomes: marketing, management, human resources and operations across all sectors of the tourism, hospitality and events industry
Completing the diploma or advanced diploma will give you a direct pathway into the Charles Sturt University Bachelor of Hotel Management (at our Ryde Campus) or Bachelor of Business Studies (at our Crows Nest Campus).
You will graduate with a recognised qualification and save up to 50% on the cost of the degree (advanced diploma graduates receive 18 months’ worth of credit towards the bachelor degree).

MAP YOUR PATHWAY

www.nsi.edu.au • 131 674
Events
courses in focus

Diploma of Events

Project management skills are a core aspect of the educational experience from the Northern Sydney Institute, and our event graduates leave ready to enter any deadline-driven business environment. They are also ready to meet the challenges that the events industry presents: from risk, financial and human resource management through to security and site operation needs. On top of this, many roles demand a creative flair – great if you have an eye for detail, décor and theming.

What might your next event challenge be?

A conference, complete with a trade show and incentives?

The next big music and entertainment industry live broadcast?

A major sporting event, bringing fans and players together?

Or perfectly planning the perfect dream day – or even a week-long celebrity wedding?
WHERE COULD YOUR EVENT MANAGEMENT CAREER TAKE YOU?

In a single year our students collectively contribute up to 3,000 volunteer hours to the community and in the process gain valuable experience for their portfolios.

Study with us and help deliver events such as the Blackmore’s Running Festival; Mosman, Newtown and Surry Hills Festivals; Soundwaves or maybe even Fashion Week!

Being work ready, our graduates secure employment with event based organisations such as:

- Event Coordinator, Jack Daniels
- Events Coordinator, Bondi Pavilion
- Event Operations Manager, State Sports Centre
- Events and Catering, Dolce & Gabanna NYC
- Operations Manager, Sydney Aquarium
- Weddings Co-ordinator, Garuda Holidays
- Administration Co-ordinator, Great Big Events
- Sales and Marketing Manager, Alive Fitness
## Course summary

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For more information, log onto www.nsi.edu.au. Click on ‘Advanced Search’. Select the industry from the drop down menu.

**KEY**
- T: Available as a traineeship
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Choose a course from 22 different industry areas. Visit nsi.edu.au

Study full-time, part-time, online, face-to-face or by distance.

Ask us today for career advice or more information. Call 131 674.
To travel is to live.

- Hans Christian Andersen
Choose your own adventure, travel the world

Imagine you are about to swim with a whale. You are working in the sapphire blue waters off the coast of Tonga which are the breeding grounds for the South Pacific Humpback Whale. Sharing this experience is just part of your job, but you still marvel at it every day. The whales and their calves will play here for four months before they start their migration back to the cold waters of the Antarctic – and each day is a new experience as you guide groups of tourists – young and old alike. You watch the young boy from Canberra, the youngest of today’s group, who had never seen the ocean before – let alone one of the largest creatures in it! You watch as his eyes become wide and he scans the surface waiting for his first encounter...

You appreciate that sense of anticipation, because you’ve felt it before...

You felt it yourself the first time you climbed Mount Kosciuszko. You felt it when you introduced your first group of tourists to the birthplace of Waltzing Matilda during Winton’s Outback Festival. You felt it as you “translated” at the bush poets’ breakfast and the first time you heard the earthy sounds of the didgeridoo. Your heart may lie in the bush, but travel is your veins – you are lucky to have found a career that lets you share your passions with others.

A WELL-TRAVELLED INDUSTRY

The tourism industry is travelling well – so new, talented employees have a great journey ahead of them. Careers in tourism have always been popular as they provide the opportunity to join an industry that is an important part of Australia’s economy, supporting our unique destinations such as the Great Barrier Reef and the Outback. Travel & Tourism is forecast to support 1,443,000 jobs locally by 2022 (11.7% of total employment), an increase of 0.9% pa over the period. It is expected that the qualifications profile will shift towards higher level qualifications. By 2022, the travel and tourism industry will account for 1 in every 10 jobs on the planet.

(Source: IBIS World Report 2011/12 – Tourism)
Your career in tourism

CERTIFICATE III in Tourism

Employment outcomes: operations consultant for tour operator, reservations assistant, travel consultant, tour sales consultant, leisure consultant, wholesale consultant, call centre sales agent, inbound tour coordinator, tour controller/tour consultant, tour guide/site guide, winery guide

This qualification will provide those interested in working in retail travel sales with the research, customer service, computer ticketing and itinerary planning skills required for entry-level careers in both the domestic and international travel sectors.

With this qualification, those interested in guiding also have the opportunity to train to become eco-tour guides. Students will learn to present information to tourists and clients as well as how to protect the environment.

DIPLOMA of Travel and Tourism

Employment outcomes: visitor centre manager, operations manager, tour operations manager, adventure tour manager, retail travel manager, tourism manager, inbound sales manager

This qualification combines the skills developed in Certificate III and IV to work in a range of management positions in the tourism sectors. These include retail, tour wholesaling, visitor information services and tour guiding.

ADVANCED DIPLOMA of Travel and Tourism

Employment outcomes: general manager of operations, business development manager, general manager of sales and marketing, director of sales, senior management roles, small business owner/tour operator

The qualification is designed for those who want to work as a senior manager or as an owner operator in a variety of tourism industry sectors.

UNIVERSITY PATHWAYS

Employment outcomes: marketing, management, human resources and operations across all sectors of the tourism, hospitality and events industry

After completing your Advanced Diploma of Travel and Tourism you have a direct pathway into the Charles Sturt University Bachelor of Hotel Management or Bachelor of Business Studies degree programs.

The Hotel Management program is delivered on-site at our Ryde Campus and the Business Studies program is delivered at our Crows Nest Campus.

You will then have a nationally – and internationally – recognised degree completed in 18 months and will have saved up to 50% of the cost.

PROPOSED Bachelor of Applied Science

Northern Sydney Institute is working with Charles Sturt University to bring you a pathway to their Bachelor of Applied Science (Outdoor Recreation and Eco Tourism) program to be delivered from the Northern Beaches Campus.

Please give us a call if you want to know more about this exciting pathway.

www.nsi.edu.au • 131 674
DIPLOMA/ADVANCED DIPLOMA OF TRAVEL AND TOURISM

Does the idea of travelling the world, guiding tourists through some of the earth’s most fragile terrain and culturally significant sites sound like your ideal job?

Our Diploma or Advanced Diploma of Travel and Tourism will take you where you want to go, offering you the opportunity to complete specialist units in several key areas of the tourism industry, including eco-tourism and cultural tourism; guiding and retail travel, visitor information or tourist services.

With a reputation for producing work-ready graduates, the Northern Sydney Institute equips you for a broad range of managerial responsibilities – covering tourism operations, marketing or product development – underpinned by a range of operational competencies. Training provides abilities and knowledge across wide-ranging, highly-specialised technical tourism skills, including operations, sales, marketing, product development, business planning, human resources and financial management.

Our travel and tourism courses also include the development of a business proposal based on research into current tourism trends. This shows how our students consolidate real world situations into their learning outcomes.

Students who complete the Diploma or Advanced Diploma of Travel and Tourism are given the opportunity to transition into tertiary study, as upon completion, they are eligible to articulate to the Bachelor degree.

The possibilities in the travel and tourism industry are endless and our tourism diplomas open doors to exciting and diverse careers!
Indigenous tourism courses in focus

INDIGENOUS TOURISM OFFERS BIG OPPORTUNITIES

Following a highly successful partnership with National Parks and Wildlife in delivering training to several Indigenous Communities around NSW, the Northern Sydney Institute has developed tailored programs leading to a Certificate I Tourism (Australian Indigenous Culture) and then onto the Certificate III in Guiding.

For indigenous communities exploring a particular project or tourism initiative, specialised tour guiding qualifications can be tailored and taken in a series of ‘blocks’. With a primary focus on the development of micro-tourism business concepts, it may also be possible to include additional selected study units, such as tourism product development, hospitality and marketing, depending on the business initiative being developed.

With many options able to be delivered online such as the Certificate III Tourism (Guiding), this is an ideal solution for participants in remote areas to pursue this particular area of interest.

For further information, contact the Gamarada Aboriginal Unit on 131 674 or visit www.nsi.edu.au
Course summary

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KEY

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Choose

a course from 22 different industry areas.
Visit nsi.edu.au

Study

full-time, part-time, online, face-to-face or by distance.

Ask us

today for career advice or more information.
Call 131 674.
One cannot think well, love well, sleep well, if one has not dined well.

– Virgina Woolf
Embark on a well-seasoned career

Imagine people queuing around the block for your award-winning macarons, dessert lovers the world over buy your recipe books and your sweet, delicate creations have even delighted visiting royalty.…

Or perhaps your passion for people sees you at the front desk of a bustling five star hotel in exotic Phuket – you are the concierge to the stars making luxe holidays even more spectacular – most days it doesn’t even feel like a job to you. You may have even taken your encyclopaedic knowledge of wine to Europe’s grandest restaurants as a celebrity sommelier!

From breakfast to brunch, supper and beyond… your natural ability for making people feel welcome, comfortable and at ease, makes you sought-after in the hospitality industry. And, coupled with your strong communication skills and creative flair for problem-solving, your skill set is as versatile as it is impressive.

The Northern Sydney Institute offers you some of the most respected hospitality courses in Australia, so whether you want to run your own hatted restaurant or cater to the rich and famous on board their luxury yachts, we can help.

A DELICIOUS INDUSTRY

Careers in the hospitality industry account for an impressive 754,000 jobs nationwide. A qualified chef can earn can earn well in excess of $60 per hour, depending on years of experience (and celebrity status). And the demand for skilled personnel isn’t slowing down. Over the next five years, the hospitality, retail and service management industries are expected to create an extra 43,900 jobs. In 2011-2012, the café sector will have generated $4.96 billion, as Australians clearly love their coffee. So if you ever thought running your own café wouldn’t amount to a bean, think again!

(Source: IBIS World Report 2011/12 – Hotels & Resorts/Cafes & Coffee Shops Fair Work Ombudsman)
Your career
in hospitality with all the right ingredients

CERTIFICATE II
in Hospitality
Employment outcomes: bar attendant, bottle shop attendant, catering assistant, food and beverage assistant, concierge, room attendant, housekeeping attendant, porter, receptionist, front office attendant

in Kitchen Operations
Employment outcomes: kitchen assistant, breakfast cook, short order cook, fast food cook

Learn basic skills for jobs in hotels, restaurants, clubs and bars.

CERTIFICATE III
in Hospitality
Employment outcomes: waiter, bar attendant, barista, café assistant, sommelier, hotel receptionist, room attendant, housekeeper, trainee

in Commercial Cookery
Employment outcomes: trade and non-trade apprentice chef, qualified cook, commis chef

in Asian Cookery
Employment outcomes: apprentice chef specialising in Asian cuisine

in Patisserie
Employment outcomes: apprentice pastry chef, qualified pastry cook, patissier

in Retail Baking (Combined)
Employment outcomes: apprentice baker, baking tradesperson, bread maker, cake maker

CERTIFICATE IV
in Hospitality
Employment outcomes: bar supervisor, restaurant supervisor, front office supervisor, housekeeping supervisor and gaming supervisor

in Commercial Cookery
Employment Outcomes: chef, chef de cuisine, chef de partie, executive chef

Develop the technical and supervisory skills to be a supervisor in hotels, restaurants, clubs, cafes and bars or in a catering environment. For trades such as Patisserie or Commercial Cookery this level qualification builds on your trade qualification and allows you to take your career to the next level.

in Patisserie
Employment outcomes: hotel manager, food and beverage manager, café owner, restaurateur, rooms division manager, club manager

The qualification is for you if you want to work as a senior manager in the hospitality industry. Learn the necessary customer focused hospitality and business skills to succeed in one of the fastest growing industries in the world. The advanced diploma is designed to prepare you for articulation to the third year of the Bachelor of Hotel Management.

in Hospitality
If you already hold a diploma or advanced diploma of hospitality you can complete your degree in as little as 1.5 years.

This Charles Sturt University degree is delivered at our Ryde Campus and provides a seamless pathway to a bachelor degree for an internationally recognised university.

www.nsi.edu.au • 131 674
CERTIFICATE II

DIPLOMA

Employment outcomes: restaurant manager, executive chef, front office manager, motel manager, catering manager

Study local, work global in resorts, hotels, clubs, pubs, restaurants and casinos.

The Northern Sydney Institute and Charles Sturt University (CSU) have developed an innovative program that integrates practical and academic learning. Within three years you can earn two recognised qualifications. Following on from the diploma, you can complete a Charles Sturt Bachelor Degree in two years.

ADVANCED DIPLOMA

Employment outcomes: hotel manager, food and beverage manager, café owner, restaurateur, rooms division manager, club manager

The qualification is for you if you want to work as a senior manager in the hospitality industry. Learn the necessary customer focused hospitality and business skills to succeed in one of the fastest growing industries in the world. The advanced diploma is designed to prepare you for articulation to the third year of the Bachelor of Hotel Management.

BACHELOR

Employment outcomes: hotel manager, food and beverage manager, café owner, restaurateur, rooms division manager, club manager

The qualification is for you if you want to work as a senior manager in the hospitality industry. Learn the necessary customer focused hospitality and business skills to succeed in one of the fastest growing industries in the world. The advanced diploma is designed to prepare you for articulation to the third year of the Bachelor of Hotel Management.

If you already hold a diploma or advanced diploma of hospitality you can complete your degree in as little as 1.5 years.

This Charles Sturt University degree is delivered at our Ryde Campus and provides a seamless pathway to a bachelor degree for an internationally recognised university.
GET A TASTE OF SUCCESS WITH OUR HOSPITALITY COURSES

You are about to cater for 100 diners – it is your cool approach that prevents the kitchen from overheating!

Your voice instils confidence – no-one will be waiting for their mains on your watch.

Your attention to detail ensures that every plate goes out with precision – not a micro herb is out of place!

You have travelled the world – you started in local cafes and hotels then headed overseas to work for catering companies and restaurants.

You have explored the notion of sustainable food and back in Sydney, your own hatted restaurant aims to offer a menu where all major ingredients stem from within a 200km radius.

But there is never a dull moment – no sooner have you costed your next seasonal menu your sous chef advises that the food stylist has arrived to shoot the cover of your next cookbook.

You also value the importance of educating the next generation about sustainable food – with the local school’s kitchen garden being your proudest achievement yet!

THE ACHIEVE HOSPITALITY LEADERSHIP PROGRAM

The Achieve Hospitality Leadership Program is designed to develop the skills of qualified chefs, cooks and food and beverage professionals, so they can enjoy a successful and balanced career in the hospitality industry.

Throughout the 12-month program participants have access to a high profile mentor, industry networking opportunities and tailored learning to develop business and leadership skills. Participants graduate with either a Diploma or an Advanced Diploma of Hospitality.

The program includes:

• workshops and master classes
• enterprise learning consultant
• personal mentoring by industry leaders
• personalised learning plan
• formal recognition of training/experience undertaken.

Enrolling your staff in the Achieve Hospitality Leadership Program will result in:

• enhanced on-the-job performance
• increased productivity and team work
• higher staff retention rates
• improvements to business processes.

Program managers will support employers who wish to be involved in the program through briefing sessions and workshops and will check the participant’s progress at work. The program managers are available to address employers’ issues or concerns.

If you are interested in nominating either yourself or your staff, or would like to become a mentor, go to the www.nsi.edu.au/achieve and download a participant nomination or mentor application form.

Either you or your employer can submit a nomination for the Achieve Hospitality Leadership Program.
Restaurants
dine in our award winning training restaurants

The Ambassador

Ryde Campus
Building A, Level 4, 250 Blaxland Road, Ryde
Fine food, award-winning wine list and great service. Experience what the future of hospitality holds!

Crows Nest Campus
Level 2, 149 West Street, Crows Nest
Enter the exciting world of Asian Cuisine and be taken on a culinary journey to Thailand, Korea and China.

Northern Beaches Campus
Building M, 154 Old Pittwater Road, Brookvale
Offering the highest standards of cuisine and silver service in a modern fine dining atmosphere.
Training centres in focus

Asian Culinary Centre of Excellence

The Asian Culinary Centre at our Crows Nest Campus provides specialist training in Asian cuisine and is the only Asian Culinary Centre of its kind available to students within TAFE NSW.

The Northern Sydney Institute is unique in offering a Certificate III in Asian Cookery for students eager to immerse themselves in the art of Asian cuisine.

Students who train at the Asian Culinary Centre also have the opportunity to practise and showcase their skills on-site at Fusion – our award winning training restaurant.

The Sydney Coffee Academy

The Sydney Coffee Academy is a modern custom-designed coffee and café training centre.

The Sydney Coffee Academy has individual work stations, complete with espresso machines and grinders, it features live video streaming for a detailed view of the tamping and extraction processes.

Our talented, award winning trainers are passionate about coffee and the café industry.

The Sydney Coffee Academy is unique – it is completely independent and not affiliated with any coffee company.

Programs range from exciting three-hour coffee enthusiast programs to nationally accredited programs for the professional.

The academy also offers a one-week management program for the entrepreneur.

You are welcome to visit our academy and experience Sydney’s foremost coffee training facilities.

The Sydney Coffee Academy
The Sydney Wine Academy provides a broad range of high quality education and training in wines and spirits. We are an approved program provider for the internationally recognised Wine and Spirit Education Trust (WSET®) Level 4 Diploma in Wines and Spirits. In addition to our flagship location at the Northern Sydney Institute’s Ryde Campus, the Academy also brings quality training to venues across Australia including Canberra, Melbourne, Bendigo and the Sydney CBD.

Whether you are an experienced sommelier or just getting a taste for the industry – our programs range from foundation levels up. We offer national and international training programs and qualifications for hospitality and wine industry professionals, food and wine media personnel, winery event organisers and wine enthusiasts.

The popular WSET® Level 2 Award in Wines and Spirits explores the wines and spirits of the world – and each class includes a wine tasting. Designed to provide vocational training in product knowledge, it is ideal for those already employed in the drinks industry.

The Sydney Wine Academy also offers a range of short wine appreciation courses for those who are interested in the industry and want to learn more about choosing, tasting and evaluating wine.
## Course summary

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<th>Course No.</th>
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### Course summary

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For more information, log onto www.nsi.edu.au. Click on ‘Advanced Search’. Select the industry from the drop down menu.

**WHAT IS NSI+**

NSI Plus (also known as TAFE Plus) courses provide specialist or advanced training for individuals or groups. NSI Plus courses are designed to get you the skills you need in the shortest possible time. These courses are marked with nsi+ in the course list and have a different fee structure and enrolment process to regular TAFE courses.

Go to www.nsi.edu.au/nsiplus

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**Choose**
a course from 22 different industry areas.  
Visit nsi.edu.au

**Study**
full-time, part-time, online, face-to-face or by distance.

**Ask us**
today for career advice or more information.  
Call 131 674.
For 20 years, Bradfield has been giving students the opportunity to capitalise on their natural talents and interests and find their own path to the HSC. It is renowned for:

- Creative Industries Centre of Excellence

The campus is a unique adult learning environment, where students actively take control of the design of their HSC and teachers are intensely passionate about what they do whether it is music, IT or performing arts.

Situated close to North Sydney CBD and Sydney’s leading restaurant district, Crows Nest Campus offers a unique blend of specialist programs, including:

- The Asian Culinary Centre
- Bachelor of Business and the Australian Graduate Management Consortium (AGMC)
- Early childhood simulated workplace.

Located on Sydney’s Upper North Shore, our Hornsby Campus is set in scenic bush land. The campus specialises in graphic design, information technology, fine arts and ceramics with the latest in light filled studio and exhibition spaces open to the public. The Hornsby campus is home to:

- The White Room – simulating a real-world design studio
- EcoSkills Training Centre
- Hornsby Art Gallery.

One of the largest campus locations in Sydney, our Meadowbank Campus offers an extensive range of study areas, including:

- Cisco Academy Training Centre
- Hair, Beauty and Make-up Academy
- See Street Art Gallery
- Massage Therapy Clinic
- Higher Education Campus
- Sport and Fitness Centre
- TELC (TAFE English Language Centre).

Want to know more?
Go to www.nsi.edu.au/campus
BRADFORD
192 Pacific Highway
Crows Nest
For 20 years, Bradford has been giving students the opportunity to capitalise on their natural talents and interests and find their own path to the HSC. It is renowned for:

- Creative Industries Centre of Excellence

The campus is a unique adult learning environment, where students actively take control of the design of their HSC and teachers are intensely passionate about what they do whether it is music, IT or performing arts.

Want to know more? Go to www.nsi.edu.au/campus

CROWS NEST
149 West Street
Crows Nest
Situated close to North Sydney CBD and Sydney's leading restaurant district, Crows Nest Campus offers a unique blend of specialist programs, including:

- The Asian Culinary Centre
- Bachelor of Business and the Australian Graduate Management Consortium (AGMC)
- Early childhood simulated workplace.

HORNSBY
205 Pacific Highway
Hornsby
Located on Sydney's Upper North Shore, our Hornsby Campus is set in scenic bush land. The campus specialises in graphic design, information technology, fine arts and ceramics with the latest in light filled studio and exhibition spaces open to the public. The Hornsby campus is home to:

- The White Room – simulating a real-world design studio
- EcoSkills Training Centre
- Hornsby Art Gallery.

MEADOWBANK
See Street
Meadowbank
One of the largest campus locations in Sydney, our Meadowbank Campus offers an extensive range of study areas, including:

- Cisco Academy Training Centre
- Hair, Beauty and Make-up Academy
- See Street Art Gallery
- Massage Therapy Clinic
- Higher Education Campus
- Sport and Fitness Centre
- TELC (TAFE English Language Centre).

NORTHERN BEACHES
154 Old Pittwater Road
Brookvale
Surrounded by the beautiful beaches of the peninsula, our Northern Beaches Campus provides specialist training facilities for hospitality, hair and beauty, sport and fitness, community services and health, ceramics and much more. It's home to:

- Hair, Beauty and Make-up Academy
- Community Health and Fitness Education Centre
- Pittwater Training Restaurant
- Maritime Simulator – life-size ship's bridge – realistic ocean going experience
- Gawura Aboriginal Learning Centre.

RYDE
250 Blaxland Road
Ryde
Set in 25 acres of beautifully landscaped gardens with views to the Blue Mountains, our Ryde Campus is an internationally renowned specialist training centre for hospitality, tourism, horticulture and environmental management. Ryde has:

- Le Cordon Bleu Sydney Culinary Arts Institute, the largest Le Cordon Bleu School in the world
- Sydney Wine Academy, a world leader in wine and spirits education – 2010 Wine and Spirit Education Trust (WSET) Educator of the Year
- Sydney Coffee Academy – teaching the art and science of great coffee.

ST LEONARDS
213 Pacific Highway
St Leonards
Our Learning and Innovation Campus is located at St Leonards. It lies between the major commercial business areas of North Sydney and Chatswood. It's home to:

- The largest broadcast quality Film and TV training studios in TAFE NSW (proudly operating for over 55 years)
- Hair, Beauty and Makeup Academy
- Cisco Academy Training Centre
- Learning and Innovation Centre – state of the art digital media and health education precinct.

Crows Nest is home to the International Student Services unit and the coordination centre for The Northern Sydney Institute's online business programs.

INTERNATIONAL STUDENTS
Welcoming students from 65 countries around the world!

For over 50 years, the Northern Sydney Institute has been welcoming students from overseas and educating them for a global future. We offer over 100 courses for international students, from certificate to advanced diploma level. For more information contact:

International Student Services
Crows Nest Campus
Level 2, 149 West Street Crows Nest NSW 2065
Phone: 9448 4499
Fax: 9448 4498
www.nsi.edu.au/internationalstudents
Apprenticeships & traineeships

at your workplace

Join the growing number of employees who choose to learn while they earn.

WHAT IS AN APPRENTICESHIP?
Apprenticeships combine paid work and structured training so you can learn a trade and receive a nationally recognised qualification and become a qualified trades person. An apprenticeship usually takes four years and can be completed part-time or full-time.

In each course section apprenticeship courses will have an icon in the course summary listing of this career guide.

WHAT IS A TRAINEESHIP?
A traineeship is like an apprenticeship but is focused in vocational areas such as office administration, information technology, accounting, transport or hospitality. When you’re finished you will be eligible for a certificate II, III, IV or diploma in your chosen area. The traineeship is a contract between employer and trainee. A traineeship can be from 12 to 36 months duration full-time and longer for part-time. The selection of a training package is based on an employee’s role.

In each course section traineeship courses will have a icon in the course summary listing of this career guide.

WHY INVEST IN AN APPRENTICESHIP OR TRAINEESHIP?
Earning while you’re learning is one of the top reasons – you won’t accrue a HECS debt. You’ll also have improved career prospects or as a qualified trades person, you can establish your own business – be your own boss.

You’re assessed and awarded pass marks when you can demonstrate you have attained the required skills or knowledge. If you are able to reach the required skill levels quickly, then you may be able to finish your training sooner.

Gaining nationally recognised qualifications and skills is a great foundation for employment or further education and training.

In some cases, if you are over the age of 25 years, you may be eligible for the Adult Apprentices Payment.

Australian Apprenticeships Centres (AAC) can assist you with information, support and advice on financial assistance.

Phone 133 873 to find your nearest centre.

WHY CHOOSE THE NORTHERN SYDNEY INSTITUTE?
The Northern Sydney Institute is a highly respected and experienced training provider that educates over 6,000 apprentices and trainees every year.

The Northern Sydney Institute offers Government supported training for apprentices and trainees along with a range of support for their employers.

Through our key business partnerships, we ensure our courses remain relevant and responsive to the needs of the industry.
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<th><strong>STEP ONE:</strong></th>
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<tr>
<td>Choose an occupation</td>
<td>Find an Employer</td>
<td>Apply for a traineeship or apprenticeship</td>
<td>Start your training with US!</td>
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<tr>
<td>Choose an area that interests you, or that you have some skills in. A careers advisor or counsellor can help you work this out. Organise some work experience in that industry. Even a week or two in a voluntary role can give you an idea of what a job in that field might be like.</td>
<td>Next, you’ll need to find employment in the industry where you would like to undertake your apprenticeship or traineeship. You can:  - check the employment sections of newspapers for vacancies  - register with the Northern Sydney Institute’s CareersConnect online at <a href="http://www.careersconnect.nsi.tafensw.edu.au">www.careersconnect.nsi.tafensw.edu.au</a> or contact 131 674  - check vacancies on job search websites  - contact a Group Training Organisation or visit <a href="http://www.nswgrouptraining.com.au">www.nswgrouptraining.com.au</a>  - do a pre-apprenticeship course. This is another great way to get started. The skills you learn can give you up to a full year’s credit towards your apprenticeship. Contact the Northern Sydney Institute to find out more.</td>
<td>Get it in writing. Your employer is required to contact an Australian Apprenticeships Centres (AAC) and complete a Training Contract. The AAC will provide you and your employer with information on Government incentives that are available.</td>
<td>Get in touch with the Northern Sydney Institute to confirm your start date. You will need to have your signed Training Contract, or Training Plan Proposal, from the AAC as proof of your apprenticeship or traineeship.</td>
</tr>
</tbody>
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**Facts**

Choose from 600 apprenticeships and traineeships in NSW

100,000+ apprenticeships and traineeships in NSW are approved each year

**Questions?**

Ask to speak to our Apprenticeship and Traineeship Coordinator. Call 131 674 or email: nsi.newapprenticeships@tafensw.edu.au
Get recognition
for all your hard work in your career learning or study. Here’s how!

APPLY FOR RECOGNITION AND YOU COULD FINISH YOUR COURSE SOONER

Previous study, experience at work or even volunteering in the community can all count towards recognition of prior learning, or RPL. TAFE NSW has a process of assessing RPL and as a student of the Northern Sydney Institute, you can apply for as many units as you like (fees may apply).

The process includes providing evidence of your abilities plus an interview with a trained assessor. Depending on what evidence you have, the assessor might also suggest an activity such as a challenge test or a workplace observation to give you a chance to show us what you can do.

If you are found to be eligible for recognition for a unit of competency then the rest is easy, you’ll automatically get a pass for that subject.

Keep recognition in mind when you enrol. The sooner we know about it the better, preferably within three weeks of enrolment.

HOW TO APPLY FOR RECOGNITION

A bit of experience can help you enjoy and do well in your course but there’s no need to reinvent the wheel. If you think you’ve been there and done that, ask your teacher or the campus Course Information Officer about applying for recognition.

Or jump online at www.skillsrecognition.nsw.gov.au to find out more.

WHAT EVIDENCE DO I NEED?

When you submit your application, include original or certified copies of as many of the following as you can:

- work reports
- qualifications
- references
- job descriptions
- performance appraisals
- samples of your work
- a portfolio of relevant videos/photos
- minutes of a meeting or correspondence.

Talk with your teacher or Course Information Officer about recognition and get qualified more quickly.

Getting credit where it’s due
www.nsi.edu.au/recognition
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Get recognition for all your hard work in your career learning or study. Here’s how!

TAFE NSW DEGREES

Bachelor of Information Technology (Network Security)
TAFE NSW Higher Education, Meadowbank Campus

Associate Degree in Accounting
TAFE NSW Higher Education, Meadowbank Campus

UNIVERSITY DEGREES AND PARTNERSHIPS

Bachelor of Business Studies
Charles Sturt University, Crows Nest Campus

Bachelor of Business (International Restaurant Management)
Le Cordon Bleu Sydney Culinary Arts Institute, Ryde Campus

Bachelor of Business (International Hotel Management)
Le Cordon Bleu Sydney Culinary Arts Institute, Ryde Campus

Bachelor of Education (Birth to Five Years)
Charles Sturt University, Crows Nest Campus

Bachelor of Graphic Design
University of Canberra, St Leonards Campus

Bachelor of Hotel Management
Charles Sturt University, Ryde Campus

POST GRADUATE PROGRAMS

Graduate Certificate in Management (Professional Practice)
Australian Graduate Management Consortium, St Leonards Campus

Graduate Diploma in Management (Professional Practice)
Australian Graduate Management Consortium, St Leonards Campus

Graduate Certificate in Project Management
Australian Graduate Management Consortium, St Leonards Campus

GET CREDIT TOWARDS A DEGREE

Did you know that the Northern Sydney Institute has over 500 courses to choose from? Get a taste for your future career when you enrol in a course with us. Complete a diploma and you may get credit towards a degree at major Australian universities.

UPGRADE TO A UNIVERSITY DEGREE

You can turn your diploma into a degree by continuing your studies at the Northern Sydney Institute. Our unique partnerships with Charles Sturt University (CSU) and University of Canberra means you can complete a bachelor degree on campus with us and graduate from a university.

GRADUATE WITH A DEGREE FROM US

Did you know that the Northern Sydney Institute is an accredited higher education provider? You can study the Bachelor of Information Technology (Network Security) or the Associate Degree in Accounting at our Meadowbank Campus.

WE OFFER

• practical hands-on learning • guaranteed small class sizes • individual learner support • no ATAR required for entry.
STUDENT ASSOCIATION
It’s about more than just what happens in class.
The Student Association enriches campus life for students by providing services, activities and facilities, which vary from campus to campus. Membership is voluntary and available to all of the Northern Sydney Institute’s students.
When you become a member of the Northern Sydney Institute Student Association, you’ll receive a pack full of freebies, discounts and benefits, including offers from local shops and restaurants, campus parking, movie tickets, photocopying, printing, laminating, binding and mobile phone recharge vouchers. Visit your local campus branch to join or for more information go to www.nsi.tafensw.edu.au/Services/StudentAssociation.aspx

LIBRARIES
Looking for information to help you with your studies?
At every campus there’s a well resourced library with qualified library staff who can help you find books, journals, eResources, DVDs and CDs. There’s also free access to online databases, internet and WiFi.
Students and staff can book and use library equipment to support teaching and learning activities. Ask at the library about using computers, digital projectors, printers, scanners, photocopiers and DVD players. The libraries have study, seminar and meeting rooms too.
Visit www.nsi.edu.au/libraries

CHILDREN’S CENTRES
Why should big kids have all the fun?
Hornsby and Meadowbank Campuses kick off the learning early with quality care and educational programs for children aged from six weeks to five years old. Professional staff design the friendly and inclusive programs to reflect the interests and abilities of your child. The safe environment, modern equipment and a healthy staff to child ratio will put your mind at ease.
If you’re a student of the Northern Sydney Institute or part of the community, contact either centre to ask about enrolling your child or download an application form from www.nsi.tafensw.edu.au/Services/Childcare.aspx

Meadowbank Children’s Centre
Building N
Phone: 02 9942 3643

Hornsby Children’s Centre
Building N
Phone: 02 9472 1548

DISABILITY SERVICES
Our courses are for everybody
Ask our TAFE NSW disability teacher/consultants for assistance to access alternative format material, adaptive technology, interpreters for those who are deaf or hearing-impaired, learner and exam support, and assistance with physical access. Tick the relevant box when enrolling, email us at nsi.disabilities@tafensw.edu.au or give us a call. It’s confidential.

Bradfield 02 9448 4431
Crowns Nest 02 9942 0238
Hornsby 02 9472 1272 / 02 9472 1216
Meadowbank 02 9942 3788 / 02 9942 3655 / (Tty) 02 9942 3172
Northern Beaches 02 9941 5280 / 02 9941 5281
Ryde 02 9448 6449 / 02 9448 6411
St Leonards 02 9942 0054/ (Tty) 02 9942 0065
National Relay Service 133 677
Customised short courses for students with a disability can be developed to meet a local demand.
SKILLS FOR EDUCATION AND EMPLOYMENT (SEE) PROGRAM

Improve your skills, expand your horizons

The Skills for Education and Employment (SEE) program is a great chance to improve your reading, writing, speaking and maths skills for study, work and when applying for a job.

The SEE program is funded by the Commonwealth government through the Department of Industry. The Northern Sydney Institute offers the program at Northern Beaches, St Leonards and Meadowbank campuses.

There are two streams:

- English language training for migrants at a range of levels
- YESS (Youth Employment and Study Skills) program for job seekers aged 15-24

For more information, see www.nsi.edu.au/see, email nsi.see@tafensw.edu.au or call our SEE office on 9941 5232.

Interested? Talk to Centrelink or your employment service provider first and they’ll check if you’re eligible. If you are, ask them for a referral to the Northern Sydney Institute (site code L70195).

LEARNER SUPPORT

Learning should be challenging but also enjoyable

If you’re finding it hard, then learner support (previously called tutorial support) might help.

Learner support can include help with language, literacy and numeracy, communication, computers or subject-specific issues, organised either individually or in a small group.

Usually held at Campus Learning Centres, it’s free if you’re a student at the Northern Sydney Institute. Visit www.nsi.tafensw.edu.au/Services/LearnerSupport.aspx

OUTREACH PROGRAMS

Are you keen to study but something is holding you back?

Money, education, social issues – life can be complicated. The Northern Sydney Institute’s Outreach Unit runs vocational access courses in response to the needs of the community. Outreach might run a course for early school leavers, for example, or a course tailored to mature learners re-entering the workforce.

Crows Nest Campus
Main Building, Room 1.53A
Phone: 02 9448 4426

Hornsby Campus
Building T, Room 6
Phone: 02 9472 1239

Meadowbank Campus
Building Y, Room Y5.1
Phone: 02 9942 3815

TEMPORARY VISA HOLDERS

Holdors of temporary visas can enrol in the Northern Sydney Institute’s courses, if places are available and all course entry requirements have been met. Enrolment conditions apply, depending on the visa subclass. Most temporary visa holders pay the TAFE NSW fee and tuition fees. TAFE NSW will conduct an audit of residency status following enrolment.

If you have a temporary visa, call 131 674 to find out more.

SERVICES FOR INDIGENOUS STUDENTS

The word Gamarada means friends

Located on Meadowbank Campus, the Gamarada Aboriginal Education and Training Unit is a great place to connect with other Indigenous people. Talk to Gamarada staff if you want to get advice about anything to do with study, courses and careers. Call 02 9942 3577 or email nsi.gamarada@tafensw.edu.au

The Gawura Aboriginal Learning Centre is a purpose-built teaching and learning facility for Aboriginal students, staff and community groups at the Northern Beaches Campus. Courses include Indigenous tour guiding, event management and the Aboriginal Cultural Education Program. Phone 02 9941 5353
2014 – What you need to know

2014 FEES

<table>
<thead>
<tr>
<th>Qualification level/category</th>
<th>Annual fee</th>
<th>Fee for enrolment of one semester or less</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advanced Diploma</td>
<td>$1,818</td>
<td>$909</td>
</tr>
<tr>
<td>Diploma</td>
<td>$1,514</td>
<td>$757</td>
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<tr>
<td>Certificate level IV</td>
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<td>$570</td>
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<tr>
<td>Certificate level III</td>
<td>$833(^1)</td>
<td>$419</td>
</tr>
<tr>
<td>Certificate level I and II</td>
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<td>$267</td>
</tr>
<tr>
<td>Statements and other short courses(^2)</td>
<td>$534</td>
<td>$267</td>
</tr>
<tr>
<td>NSI Plus courses</td>
<td>fees vary</td>
<td></td>
</tr>
<tr>
<td>Apprentices and trainees</td>
<td>$506</td>
<td>$253</td>
</tr>
<tr>
<td>Government benefit recipients</td>
<td>$106</td>
<td>$106</td>
</tr>
</tbody>
</table>

When you enrol, you will need to pay the TAFE NSW fee or concession fee, unless you qualify for an exemption.

Please note:
- NSI Plus courses, TVET courses and international students are subject to a different fee structure.
- All Graduate Certificate and Graduate Diploma qualifications are offered as NSI Plus.
- Non-Australian citizens, non-New Zealand citizens, non-permanent Australian residents and temporary visa holders may be required to pay an additional tuition fee.
- Apprentices and trainees pay a capped annual fee of $506 per year.

COURSE RELATED CHARGES

In addition to the TAFE NSW fee, some courses have associated course related charges (CRC). They are the cost of materials, resources, equipment or services directly used during your course of study. Details of any payable CRC are included in the course information.

PAYMENT METHODS

TAFE NSW does not accept cash. You can pay the TAFE NSW fee and any enrolment-related charges by EFTPOS; credit card (Visa or MasterCard); personal cheque, bank cheque or money order payable to TAFE NSW - Northern Sydney Institute.

Note: All re-enrolling students will be given the option of paying their TAFE NSW fees (and other enrolment-related charges) online.

Enrolment related charges may include course related charges, mandatory equipment requirements, licence fees, student association membership, commercial recognition, temporary visa holder tuition fees or fees for NSI Plus courses.

REFUNDS

A refund of the TAFE NSW fee will only be given in exceptional circumstances (for example, if you are offered and accept a place in another educational institution, if the course is cancelled or if you withdraw before classes start). Conditions apply.

**DID YOU KNOW THAT FINANCIAL ASSISTANCE MAY BE AVAILABLE?**

Financial assistance may be provided by Centrelink for students studying full-time and part-time. Contact your local Centrelink office for an application form to receive Austudy, Youth Allowance, New Start and other types of payments. NSI counsellors can provide you with an application and information pack or call Centrelink on 132 490.

**HIGHER LEVEL COURSES AND VET FEE-HELP**

Most NSI Plus Diploma and above courses are eligible for VET FEE-HELP assistance. VET FEE-HELP is a loan scheme introduced by the Australian government to assist eligible full-fee paying students to pay tuition fees for certain higher level courses. Eligible full-fee paying students may wish to defer all or part of their tuition fees through a Commonwealth loan under VET FEE-HELP.

**DEGREE PROGRAMS AND FEE-HELP**

Selected degree programs may be eligible for FEE-HELP assistance. The Australian government provides assistance to higher education students through the Higher Education Loan Program (HELP). FEE-HELP is a student loan scheme provided by the Australian government and is available to eligible fee-paying students to pay tuition fees for certain degree programs. Eligible fee-paying students may wish to defer all or part of their tuition fees through a Commonwealth loan under FEE-HELP.

If you feel you may have difficulty paying the TAFE NSW fee or other costs associated with your course you can talk to an NSI counsellor before enrolment. Our counsellors provide a completely confidential service and can help students with financial matters and options for assistance.

**GO TO NSI.EDU.AU FOR INFORMATION ABOUT:**

- Mandatory Equipment Requirements
- TAFE NSW fee and concessions and exemptions
- Financial assistance
- Travel concessions
- Tax concessions

Got questions? Call 131 674 or email nsi.study@tafensw.edu.au

FREQUENTLY ASKED QUESTIONS

**Why have TAFE NSW Fees increased by 5.7%?**

The TAFE NSW Fee is reviewed on an annual basis and is routinely increased to support the cost of providing training and other services. The 5.7 percentage increase is in line with the CPI increase in the national Education Group Index, as at June 2013.

While every effort is made to keep fees as low as possible, TAFE NSW needs to make sure students have access to a broad range of support services and the most up-to-date industry equipment and facilities.

**Have concession fees changed?**

TAFE NSW still offers generous concessions for disadvantaged students. The concession fee will be $106 in 2014, an increase of $6 from 2013.

**Who will the change affect?**

Students who enrol to study in 2014 TAFE NSW government subsidised courses.

When will the changes take effect? The fees apply to 2014 TAFE NSW course enrolments, which are now available online via the TAFE NSW and TAFE NSW Institute websites.

**If a student enrolls now into a full year 2014 course can they pay for one semester?**

Yes, students can elect to pay for one semester or pay a full year fee.

**Will fees change in second semester 2014?**

No, the 2014 fees apply for all students who enrol to study in 2014 TAFE NSW government subsidised courses.

**Will fees change in 2015?**

The Government has announced that from 2015, students enrolled in government subsidised courses will pay a fee for their courses rather than an annual or semester fee. Concessions and exemptions will continue to be available for disadvantaged groups.

**When will 2015 fees be released?**

Student fees for 2015 will be announced during 2014. A fee calculator will also be released in 2014 to assist students calculate their individual fees for 2015.

**Where can I find more information?**

Information on the TAFE NSW 2014 Fee Schedule and payment options is published on the TAFE NSW and TAFE NSW Institute websites. More information is also available from your local campus.
Counselling and Career Development

MY LEARNING CHECK-IN

The best education requires the best guidance. At the Northern Sydney Institute we aim to maximise your learning experience and help you reach your potential.

Talk to us about:

- how to get started and be well-organised with your study
- the resources available on campus to help you succeed in your course
- accessing support if you’re struggling with your study or falling behind
- managing stress or other emotions that can get in the way of your success
- what you can do if you’re not sure you’re in the right course
- exploring your options after you graduate.

MAKE AN APPOINTMENT TODAY

BRADFIELD
Phone: 02 9448 4262

CROWS NEST
Phone: 02 9448 4440

HORNSBY
Phone: 02 9472 1512

MEADOWBANK
Phone: 02 9942 3710

NORTHERN BEACHES
Phone: 02 9941 0205

RYDE
Phone: 02 9448 6201

ST LEONARDS
Phone: 02 9942 0056

Welcome aboard.

131 674 • www.nsi.edu.au/careerplanning
How to enrol

1. FIND YOUR COURSE
   Go to www.nsi.edu.au
   Use the Search or Advanced Search options to find the course you are interested in. Read through the course details and the information under your chosen campus.

2. CHECK THE REQUIREMENTS
   **Do I meet the entry requirements?**
   Many of the Northern Sydney Institute’s courses have specific entry requirements. These are qualifications, skills, knowledge and/or experience you must have before you can enrol. Entry requirements are included in the course details.

   **Do I need to do anything before I enrol or register?**
   Many of our courses have compulsory pre-enrolment information sessions. For some courses you may also be asked to attend an interview, submit a portfolio, sit for a test or take part in an audition. Check the information under your chosen campus or call 131 674 to find out more.

3. ENROL OR REGISTER
   If you meet the requirements in Step 2, you can now enrol or register for your course.

   **Enrol online**
   For many courses you will be able to enrol online, without the need to visit a campus. Look under your chosen course and campus for an Enrol now button. When you enrol online, your payment will be processed and you will be provided with confirmation of your enrolment. Your place in a course is not secure until the fee(s) for the course are paid or your fee concession/exemption application has been approved.

   **Register your interest online**
   For selected courses you will need to register your interest online prior to enrolling. Look under your chosen course and campus for a Register now button.
   When you register, you will be provided with confirmation of your registration and notified of further selection procedures. Registering your interest for a course is NOT an enrolment. After the selection process, if you are offered a place, you will be given enrolment and payment instructions. Your enrolment will not be complete until you have paid the course fee(s) (or you have qualified for an concession/exemption).

   **Enrol in person**
   For most courses you can also enrol in person at the campus offering the course. Check the website to find out when you can enrol, where to go to on the campus and what you need to bring with you. Remember, courses that allow online enrolment may fill up quickly. To avoid disappointment, enrol online for your course if you can.

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More questions? Call 131 674 or email nsi.study@tafensw.edu.au

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Like us on Facebook
www.facebook.com/NorthernSydneyInstitute
"A journey of a thousand miles begins with a single step."
– Lao Tzu

Check out these additional Career Guides.

Go to www.nsi.edu.au/careerguides
Courses and their availabilities are subject to change based on sufficient demand and resources. Call us on 131 674 to make sure your chosen course is running at the location desired.