

Specification of Competency Standards
for the Fashion Industry
Unit of Competency

Functional Area - Merchandising & Material Procurement

Title	Plan merchandising process
Code	108132L5
Description	Plan the merchandising process for fashion products. This applies to individuals who are required to plan and design the merchandising process for fashion products.
Level	5
Credit	4
Competency	<p>Performance Requirements</p> <p>1. Knowledge in the subject area</p> <p style="padding-left: 40px;">Be able to</p> <ul style="list-style-type: none"> • analyse the purposes and directions of merchandising which would align with business goals • review the process of fashion merchandising from pre-production to delivery • evaluate the key players and their interactions in a merchandising process • specify the parameters of a merchandising process (e.g. timeframes, resources) <p>2. Application and process</p> <p style="padding-left: 40px;">Be able to</p> <ul style="list-style-type: none"> • establish the goals that the merchandising process aims to achieve (e.g. supply the fashion merchandise at the right time, right price and right quality) • identify and project resources (e.g. human, capital) for the merchandising process to achieve the goals • outline the tasks in the merchandising process • establish a timeline for completing the tasks • liaise with related parties to adjust the plan when required • determine the methods for evaluating the process against the goals • set up a contingency plan in case certain aspects of the plan are unattainable <p>3. Exhibit professionalism</p> <p style="padding-left: 40px;">Be able to</p> <ul style="list-style-type: none"> • regularly review the current business environment which may have an impact on the merchandising process • involve key stakeholders in the planning stage so as to make the plan more realistic and to enhance their commitments
Assessment Criteria	<p>The integrated outcome requirements of this UoC are the abilities to accomplish:</p> <ul style="list-style-type: none"> • Development of a merchandising plan, which includes resources and timeframe, for fashion products in a selling season.
Remark	