

Specification of Competency Standards
for the Fashion Industry
Unit of Competency

Functional Area - Merchandising & Material Procurement

Title	Review merchandising process
Code	108133L5
Description	Review the merchandising process for fashion products. This applies to individuals who are required to review the effectiveness of the merchandising process in achieving its goals.
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"> • relate the strategic purposes and directions of merchandising to business goals • determine the specific goals that a merchandising process aims to achieve • determine the techniques for collecting and analysing performance data • examine the indicators of process outcomes and performance • understand the trend of production and trade in fashion industry • understand the requirements of the fashion market and clients <p>2. Application and process</p> <p style="padding-left: 40px;">Be able to</p> <ul style="list-style-type: none"> • interpret the data in relation to the outcomes and performance of merchandising process (e.g. order fulfilment, on-time shipment) • identify and evaluate outcomes of the merchandising process in terms of time, quality and cost • compare the outcomes with the plan and determine causes of inconsistencies • analyse strengths and weaknesses of the process • identify areas for improvement and make recommendation to enhance the process against the pre-set goals (e.g. cost, quality). • evaluate the process performance and compile the review report <p>3. Exhibit professionalism</p> <p style="padding-left: 40px;">Be able to</p> <ul style="list-style-type: none"> • systematically analyse information to assess performance of merchandising process and identify areas for improvement
Assessment Criteria	<p>The integrated outcome requirements of this UoC are the abilities to accomplish:</p> <ul style="list-style-type: none"> • Preparation of a review report in the required format for reflecting the performance of the merchandising processes in the fashion business.
Remark	