

Specification of Competency Standards
for the Fashion Industry
Unit of Competency

Functional Area - Merchandising & Material Procurement

Title	Develop and maintain relationships with suppliers and vendors
Code	108152L5
Description	Develop and maintain mutually beneficial relationships with key suppliers and vendors. This applies to individuals who are required to establish and manage good relationships with suppliers and vendors so as to support the operation and development of a fashion business.
Level	5
Credit	3
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"> • identify organisational policies, procedures and processes relevant to establishing relationships with vendors and suppliers • understand the importance of building relationships with suppliers and vendors • review the concept of supplier / vendor relationship management • apply a range of specialised techniques involved in building relationships with suppliers and vendors <p>2. Application and process</p> <p style="padding-left: 40px;">Be able to</p> <ul style="list-style-type: none"> • identify key suppliers and vendors that would benefit the organisation via the establishment of long and strong relationships • establish multiple points of contacts with key suppliers and vendors so as to develop strong links at different levels • explore business opportunities with key suppliers and vendors • engage key suppliers and vendors in strategic development • monitor the performance of suppliers and vendors in terms of quality, profitability, service, delivery and other relevant performance indicators • determine and address problems or issues of concern with suppliers and vendors • appraise and commit business with key suppliers and vendors <p>3. Exhibit professionalism</p> <p style="padding-left: 40px;">Be able to</p> <ul style="list-style-type: none"> • value integrity to resist bribery, corruption and fraud in the fashion supply chain • adopt a holistic and proactive approach to engage key suppliers and vendors in the strategic planning and development of the organisation.
Assessment Criteria	<p>The integrated outcome requirements of this UoC are the abilities to accomplish:</p> <ul style="list-style-type: none"> • Developing and maintaining relationship that is mutually beneficial to both the organisation and supplier / vendor.
Remark	