

Specification of Competency Standards
for the Fashion Industry
Unit of Competency

Functional Area - Merchandising & Material Procurement

Title	Build international business networks
Code	108155L5
Description	Build international business networks to generate business opportunities for a fashion business. This applies to individuals who are required to engage in international business networking to establish profitable business relationships for 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 the importance and advantages of building international business networks for a fashion business • review the principles for business networking • examine the types of networking situations, events and methods • develop the business networks in different countries to support the development of a fashion business <p>2. Application and process</p> <p style="padding-left: 40px;">Be able to:</p> <ul style="list-style-type: none"> • identify opportunities to build international business networks • participate in international business associations and events (e.g. fashion week events, and fashion conferences) to establish a range of business contacts • explore opportunities to make direct contact with overseas business associates • apply networking techniques to establish relationships that can generate business opportunities • establish communication channels to exchange business information with international business network members • maintain effective work relationships with international business network members <p>3. Exhibit professionalism</p> <p style="padding-left: 40px;">Be able to:</p> <ul style="list-style-type: none"> • demonstrate extensive knowledge of international fashion markets • apply relationship building and negotiation techniques to achieve business outcomes
Assessment Criteria	<p>The integrated outcome requirements of this UoC are the abilities to accomplish:</p> <ul style="list-style-type: none"> • Establishment of international business networks to generate business opportunities or develop strategic alliances for a fashion business.
Remark	