

Specification of Competency Standards
for the Fashion Industry
Unit of Competency

Functional Area - Merchandising & Material Procurement

Title	Develop capability of suppliers and vendors
Code	110226L5
Range	Develop the capability of suppliers / vendors for generating strategic advantages and benefits of importance to the fashion business. This applies to individuals who are required to enhance the capability and performance of suppliers / vendors in the strategic alliances of a fashion business.
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"> • review key provisions of relevant legislation as well as organisational policies that affect business operations and strategic alliances • identify the business objectives and values in developing the capabilities of suppliers and vendors • describe how a strategic alliance achieves mutually desired outcomes in the fashion industry • state the criteria for identifying potential suppliers and vendors for entering strategic alliances • examine how the capability of suppliers and vendors can be developed to meet the target goals • deploy resources for capability building <p>2. Application and process</p> <p style="padding-left: 40px;">Be able to</p> <ul style="list-style-type: none"> • identify potential suppliers / vendors with which to enter into strategic alliances • develop governance arrangements for strategic alliances that take account of the strategic objectives and value of different partners • determine current capability of suppliers / vendors and target goals • identify methods and types of support for enhancing the capability of suppliers / vendors to reach the target goals • identify and allocate resources for knowledge transfer or financial support • collaborate with related parties to transfer knowledge or provide financial support to suppliers / vendors for enhancing their capability and performance • review and evaluate the suppliers' / vendors' performance in achieving target goals • report to related parties for further action in the case of under-performance (e.g. improvement advice, review of their status as strategic partners) <p>3. Exhibit professionalism</p> <p style="padding-left: 40px;">Be able to</p> <ul style="list-style-type: none"> • work collaboratively with strategic partners in building mutually beneficial relationships • critically evaluate the impact of organisational structure and culture of strategic partners on the achievement of target goals
Assessment Criteria	The integrated outcome requirements of this UoC are the abilities to accomplish:

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	<ul style="list-style-type: none">• Developing a proposal for identifying suppliers / vendors to form strategic alliances, setting target goals for capability building and developing programmes for meeting the target goals.• Developing a report to review supplier / vendor performance in the capability building programme against the target goals in the strategic alliance.
Remark	