

Specification of Competency Standards
for the Fashion Industry
Unit of Competency

Functional Area - Laundry Services

Title	Develop service proposals
Code	110358L5
Range	Develop laundry services proposals to recommend the right products or services to business clients. This applies to individuals who are required to prepare the required information and compose service proposals recommending the right products or services according to the needs and requirements of laundry services business clients.
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"> • describe the contents of common laundry services proposals • understand the common needs and requirements of business clients of laundry services • explain the key considerations of developing service proposals • outline the commonly required documents and information to be appended to a laundry services proposal <p>2. Application and process</p> <p style="padding-left: 40px;">Be able to</p> <ul style="list-style-type: none"> • determine the needs and requirements of laundry services of clients • identify the documents and information required for the proposals • recommend the right products, services and associated arrangements to clients according to the business capabilities of the organisation • evaluate different operating cost items and the reasonable prices for the provision of services • use appropriate formats to compose service proposals and append the required documents and information <p>3. Exhibit professionalism</p> <p style="padding-left: 40px;">Be able to</p> <ul style="list-style-type: none"> • objectively evaluate the needs of clients and the operating costs for the provision of services • verify the proposal contents are faultless
Assessment Criteria	<p>The integrated outcome requirements of this UoC are the abilities to accomplish:</p> <ul style="list-style-type: none"> • Composing service proposals with the required documents and information appended to recommend the right products or services according to the needs and requirements of laundry services business clients.
Remark	