

**Unit of Competency****Functional Area: Sales and Merchandising**

Title	Develop relationships with suppliers
Code	105284L4
Range	This unit of competency is applicable to practitioners in the import and export industry to develop and maintain good relationships with suppliers to enhance operational efficiency.
Level	4
Credit	4 (for reference only)
Competency	<p>Performance Requirement</p> <ol style="list-style-type: none"> <li>1. Possess knowledge of supplier relationship management <ul style="list-style-type: none"> <li>• Apply relevant skills to conduct strategic assessment</li> <li>• Use a range of techniques to evaluate alternative partners</li> <li>• Use a range of skills to establish and implement continuous improvement</li> </ul> </li> <li>2.1. Identify and select partners <ul style="list-style-type: none"> <li>• Perform strategic assessment <ul style="list-style-type: none"> <li>• Identify customer requirements and industry trends</li> <li>• Identify the company's position in respective supply chains</li> <li>• Conduct gap analysis to identify the desired situation</li> <li>• Establish target and key performance measurements</li> </ul> </li> <li>• Make decision to form relationship</li> <li>• Identify potential partners and conduct evaluation</li> <li>• Select partners</li> </ul> </li> <li>2.2. Build relationship <ul style="list-style-type: none"> <li>• Develop communication channels</li> <li>• Integrate the business operations with selected partners to minimise redundancy and utilise the available resource</li> <li>• Establish mutual benefit agreement</li> <li>• Determine mutually agreed quality standard and performance measurement</li> <li>• Share risks and profits with selected partners</li> </ul> </li> <li>3. Implement continuous improvement process <ul style="list-style-type: none"> <li>• Develop relationship with selected partners to ensure the business operations in the most cost-effective ways</li> <li>• Monitor the quality standard and performance outcomes of selected partners</li> <li>• Collaborate with selected partners to implement continuous improvement process</li> </ul> </li> </ol>
Assessment Criteria	<p>The integrated outcome requirements of this unit of competency are:</p> <ul style="list-style-type: none"> <li>• Capable of identifying and selecting partners</li> <li>• Capable of building relationship with selected partners</li> <li>• Capable of collaborating with selected partners to implement continuous improvement process</li> </ul>
Remark	