

Specification of Competency Standards for the Logistics Industry
Unit of Competency

1. Title	Formulate sales and purchase strategy for supplies (except fuel)
2. Code	LOGGOM502A
3. Range	This unit of competency is applicable to shipping companies and related sea freight operators. Practitioners should be capable to formulate sales and purchase strategy for onboard replenishments (except fuel) by considering different factors.
4. Level	5
5. Credit	9 (for reference only)
6. Competency	<p style="text-align: center;"><u>Performance Requirements</u></p> <p>6.1 Understand the shipping industry and supplies market</p> <ul style="list-style-type: none"> ◆ Master the current and future development of the shipping industry, understand the company's business development and analyze demand and knowledge of supplies ◆ Understand the current situation and price trend of supplies including navigating instrument, life-saving equipment, chart instrument in bridge, and food for crew, daily necessities ◆ Know the factors affecting demand for supplies ◆ Understand the role, operation, scope of services, payment method, cooperation mode as well as product quality and reliability of local and overseas suppliers ◆ Understand respective legislations such as the contract law and relevant documentation as well as legal responsibilities of the buyer and supplier

	<p data-bbox="384 322 735 568">6.2 Formulate sales and purchase strategy for supplies (except fuel)</p> <ul style="list-style-type: none"> <li data-bbox="783 226 1283 259">◆ Master good negotiation skill <li data-bbox="783 322 1453 568">◆ Liaise with different departments to discuss and analyze cargo transport and demands for supplies with respect to the current and future development of the shipping industry <li data-bbox="783 591 1430 674">◆ Calculate the percentage of the cost of supplies in the operating costs <li data-bbox="783 696 1461 1043">◆ Formulate supplier selection strategy for supplies (except fuel) with respect to different factors, including whether or not to choose a single supplier, the distribution of suppliers, service and price requirements, payment methods, contract details, etc. <li data-bbox="783 1066 1474 1312">◆ Formulate sales and purchase strategy for supplies (except fuel) with respect to different factors, including time and quantity of purchase, place of delivery, quality required, etc. <li data-bbox="783 1335 1474 1626">◆ Formulate ship agent selection strategies to handle supplies in the market with respect to the background, service quality and reputation of and rates charged by different ship agents and according to the company policy <li data-bbox="783 1648 1474 1939">◆ Consider the product quality, service standard, reputation and contract terms for direct purchase from supplier, and formulate onboard replenishment supplier selection strategy according to the company policy
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	<ul style="list-style-type: none"> ◆ Communicate with relevant colleagues after formulating sales and purchase strategy for supplies (except fuel) in order to follow up the results and to rectify if necessary
7. Assessment Criteria	<p>The integrated outcome requirements of this unit of competency is:</p> <ul style="list-style-type: none"> (i) Capable to formulate discreetly sales and purchase strategy for supplies (except fuel) with respect to various factors for effective use of company resources.
8. Remarks	