

Specification of Competency Standards
for the Printing and Publishing Industry
Unit of Competency

1. Title	Master annual turnover and profit targets attainment
2. Code	PPPRCR501A
3. Level	5
4. Credit	12
5. Competency	<p style="text-align: center;"><u>Performance Requirements</u></p> <p>5.1 Master full year turnover and profit targets for</p> <ul style="list-style-type: none"> ◆ Know precisely full year turnover and profit targets ◆ Able to quantify a target for quality ◆ Assess resources needed for achieving targets <p>5.2 Master means and skills for achieving full year turnover and profit targets</p> <ul style="list-style-type: none"> ◆ Draw up plan for achieving full year turnover and profit targets ◆ Implement plan for achieving full year turnover and profit targets flexibly and effectively according to market changes ◆ Lead sales department to achieve turnover and profit targets set by the company ◆ Set up incentive scheme to encourage target attainment
6. Range	Draw up plan for achieving turnover and profit targets, lead department to achieve relevant targets set by the company and perform related tasks for the management in sales department.

<p>7. Assessment Criteria</p>	<p>The integrated outcome requirements of this unit of competency are: (i) Able to formulate plan for achieving turnover and profit targets, lead department flexibly and effectively according to market changes to achieve targets set by the company.</p>
<p>8. Remarks</p>	<p>The credit value of this unit of competency is based on the assumption that the learner has knowledge of printing enterprise operation and management.</p>