

Specification of Competency Standards
for the Retail Industry
Unit of Competency

Functional Area - Strategic and ESG Management

Title	Manage corporate surplus
Code	111229L5
Range	This unit of competency (UoC) is applicable to staff responsible for the finance of a retail organisation. Practitioners have the ability to manage the corporate investment so as to select the appropriate investment portfolio.
Level	5
Credit	6 (For Reference Only)
Competency	<p>Performance Requirements</p> <p>1. Understand the concept and function of corporate profit management</p> <ul style="list-style-type: none"> • Within the scope permitted by law, to better reflect the economic benefits of corporate • As a tool for delivering useful information to the outside world • Continuously drive the corporate to change the target strategy <p>2. Manage corporate surplus</p> <ul style="list-style-type: none"> • Review of corporate profit distribution projects <ul style="list-style-type: none"> ○ Distribute profits to investors ○ Staff welfare facilities ○ Retained earnings / bonus • Analyse the factors that affect the profit of the corporate <ul style="list-style-type: none"> ○ Price of the product ○ Unit cost of the product changes ○ Product sales ○ Fixed cost of the product ○ Understanding revenue sources (e.g. sales, dividends) ○ Understand the source of costs (e.g. cost of sales, sales expenses, general and administrative expenses) • Apply the corporate profit management method <ul style="list-style-type: none"> ○ Flexible use of accounting policies ○ Regulation of production and business activities ○ Purchase or sell assets and business ○ Increase the order of customers with profit and understand the number of long - term customers ○ Expand the source of customers <p>3. Exhibit professionalism</p> <ul style="list-style-type: none"> • Analyse corporate profit factors so as to achieve effective management of corporate with the condition of product quality assurance
Assessment Criteria	<p>The integrated outcome requirements of this UoC are the abilities to:</p> <ul style="list-style-type: none"> • Master the concept of corporate profit management and role; • Understand the corporate profit distribution project; and • Perform corporate profit management.
Remark	This UoC is adopted from 107265L5