

**SKILLS FRAMEWORK FOR RETAIL
TECHNICAL SKILLS AND COMPETENCIES (TSC) REFERENCE DOCUMENT**

TSC Category	Retail Sourcing					
TSC	Merchandise Performance Analysis					
TSC Description	Develop processes to analyse profit performance of merchandise, evaluate trends of profitability and identify opportunities to adjust range of merchandise.					
TSC Proficiency Description	Level 1	Level 2	Level 3	Level 4	Level 5	Level 6
		RET-RSC-2003-1.1	RET-RSC-3003-1.1	RET-RSC-4003-1.1	RET-RSC-5003-1.1	
		Collate information on sales, stock and profit performance of merchandises and support the conduct of sourcing and comparison between related or relevant products	Review individual product range contributions and identify market trends	Implement product mix assessment checks against various factors such as merchandise budgets and sales targets, identify opportunities to improve sales for product range and/or product categories	Drive product mix assessments against merchandise budgets and sales targets	
Knowledge		<ul style="list-style-type: none"> Trends on products and merchandise consumption Sales tracking systems and technologies Mark ups, margins and retail price computations Supplier selection criteria 	<ul style="list-style-type: none"> Trends on products and merchandise consumption Sales tracking systems and technologies Mark ups, margins and retail price computations Supplier selection criteria Methods to calculate individual product range contributions against budgets and targets 	<ul style="list-style-type: none"> Merchandise strategies and plans Features of an effective merchandising plan Trends on products and merchandise consumption Framework for merchandise performance analysis Sales tracking systems and technologies Methods to calculate overall selling space contributions Mark ups, margins and retail price computations Statistical modelling and data-mining techniques Supplier selection criteria 	<ul style="list-style-type: none"> Merchandise strategies and plans Features of an effective merchandising plan Framework for merchandise performance analysis Sales tracking systems and technologies Mark ups, margins and retail price computations Statistical modelling and data-mining techniques Supplier selection criteria Organisational objectives and business strategies 	
Abilities		<ul style="list-style-type: none"> Collect information on sales, stock and profit performance Support analyse on sales and stock performance Source and compare relevant product performance benchmarks Prepare reports to document performance of product mix 	<ul style="list-style-type: none"> Evaluate the turnover of individual product items Analyse individual product range contributions against budgets and targets Gather feedback on merchandise from customers, staff and suppliers according to organisational procedures Identify and interpret trends in merchandise 	<ul style="list-style-type: none"> Manage product range assessment checks against budgets and targets Evaluate opportunities to adjust merchandise ranges to improve sales Calculate or estimate overall selling space contributions according to store merchandising plans and category marketing plans 	<ul style="list-style-type: none"> Establish systems or frameworks to conduct product range assessment checks against merchandise budgets and sales targets Use Single Keeping Unit (SKU) approach to determine possible strategies for addressing product performance issues Lead discussion with 	

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			profitability		suppliers during product range and/or product categories reviews	
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