

**SKILLS FRAMEWORK FOR LANDSCAPE  
TECHNICAL SKILLS AND COMPETENCIES (TSC) REFERENCE**

<b>TSC Category</b>	Business Management					
<b>TSC</b>	Merchandise Buying					
<b>TSC Description</b>	Design and implement merchandise buying plans according to market and consumer trends, merchandise ranges, stock levels and sources of supply					
<b>TSC Proficiency Description</b>	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	<b>Level 4</b>	<b>Level 5</b>	<b>Level 6</b>
			<b>LNS-RSC-3002-1.1</b>	<b>LNS-RSC-4002-1.1</b>		
			Analyse and monitor merchandise ranges and sources of supply and contribute to the decision-making processes within merchandise buying plan	Develop and implement merchandise buying plan according to market and consumer trends		
<b>Knowledge</b>			<ul style="list-style-type: none"> <li>Types of retail positioning</li> <li>Types of retail formats</li> <li>Advantages of alignment of retail business formats and retail positioning</li> <li>Advantages of merchandising strategies pertaining to pricing, products, branding, product ranges and assortments</li> <li>Importance of segmenting target markets</li> <li>Key considerations for consumer behaviours</li> </ul>	<ul style="list-style-type: none"> <li>Types of retail positioning</li> <li>Types of retail formats</li> <li>Advantages of alignment of retail business formats and retail positioning</li> <li>Advantages of merchandising strategies pertaining to pricing, products, branding, product ranges and assortments</li> <li>Importance of segmenting target markets</li> <li>Key considerations for consumer behaviours</li> </ul>		
<b>Abilities</b>			<ul style="list-style-type: none"> <li>Implement the merchandise buying plan</li> <li>Maintain relationships with suppliers to ensure timely delivery, accuracy of order fulfilment, follow-up on new product launches, marketing and promotional activities</li> <li>Resolve operational issues raised by store operations, supply chains (warehousing and delivery) and suppliers</li> <li>Collate data about the merchandise buying budgets and supplier performance against the performance metrics</li> </ul>	<ul style="list-style-type: none"> <li>Develop buying plan in accordance with category management plans and/or merchandising buying</li> <li>Manage and negotiate with suppliers on product costing for normal promotions, delivery terms, new product launches, marketing and promotional activities</li> <li>Manage merchandise buying budgets</li> <li>Liaise with marketing department for promotional activities</li> <li>Determine required stock levels according to peak</li> </ul>		

SKILLS FRAMEWORK FOR LANDSCAPE  
 TECHNICAL SKILLS AND COMPETENCIES (TSC) REFERENCE

				seasons, special events and supplier lead time • Adjust merchandise ranges and sources of supply according to required stock levels		
--	--	--	--	--	--	--