

**SKILLS FRAMEWORK FOR TOURISM  
TECHNICAL SKILLS & 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>TOU-RSC-4002-1.1</b>	<b>TOU-RSC-5002-1.1-1</b>	
				Develop and implement merchandise buying plan according to market and consumer trends	Design and drive 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>• Merchandise strategies and plans</li> <li>• Government legislation, regulation, policies, practices, procedures and guidelines in relation to merchandise buying</li> <li>• Financial, costing and accounting issues relevant to merchandise buying</li> <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>• Develop buying plan in accordance with category management plans</li> </ul>	<ul style="list-style-type: none"> <li>• Develop merchandise buying strategies in alignment with</li> </ul>	

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				<p>and/or merchandising buying</p> <ul style="list-style-type: none"> <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 seasons, special events and supplier lead time</li> <li>• Adjust merchandise ranges and sources of supply according to required stock levels</li> </ul>	<p>merchandise and category strategies, sales targets, profits and/or profit margins</p> <ul style="list-style-type: none"> <li>• Develop guidelines for supplier interaction and relationship building</li> <li>• Develop performance metrics for suppliers in terms of timely delivery, accuracy of order fulfilment, sales performance of supplier's products, product quality and/or promotional support</li> <li>• Lead review with suppliers in terms of category and product mix, sales targets, performance metrics, supplier's categories, product and promotional plans</li> <li>• Set strategies to improve contribution of different product lines</li> <li>• Establish merchandise quality standards with suppliers according to legal and customer requirements</li> </ul>	
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