

**SKILLS FRAMEWORK FOR TOURISM  
TECHNICAL SKILLS & COMPETENCIES (TSC) REFERENCE**

<b>TSC Category</b>	Business Management					
<b>TSC</b>	Merchandise Performance Analysis					
<b>TSC Description</b>	Develop processes to analyse profit performance of merchandise, evaluate trends of profitability and identify opportunities to adjust range of merchandise					
<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-4003-1.1-1</b>	<b>TOU-RSC-5003-1.1-1</b>	
				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	
<b>Knowledge</b>				<ul style="list-style-type: none"> <li>• Merchandise strategies and plans</li> <li>• Features of an effective merchandising plan</li> <li>• Framework for merchandise performance analysis</li> <li>• Methods to calculate overall selling space contributions</li> <li>• Statistical modelling and data-mining techniques</li> <li>• Supplier selection criteria</li> <li>• Trends on products and merchandise consumption</li> <li>• Mark-ups, margins and retail price computations</li> </ul>	<ul style="list-style-type: none"> <li>• Innovations in sales tracking systems and technologies</li> <li>• Effective supplier management techniques</li> <li>• Single Keeping Unit (SKU) approach to merchandise performance management</li> <li>• Organisational objectives and business strategies</li> <li>• Merchandise strategies and plans</li> <li>• Features of an effective merchandising plan</li> <li>• Framework for merchandise performance analysis</li> <li>• Mark-ups, margins and retail price computations</li> <li>• Supplier selection criteria</li> <li>• Statistical modelling and data-mining techniques</li> </ul>	
<b>Abilities</b>				<ul style="list-style-type: none"> <li>• Manage product range performance assessment</li> </ul>	<ul style="list-style-type: none"> <li>• Establish systems or frameworks to conduct</li> </ul>	

SKILLS FRAMEWORK FOR TOURISM  
TECHNICAL SKILLS & COMPETENCIES (TSC) REFERENCE

				<p>checks against budgets and targets</p> <ul style="list-style-type: none"> <li>• Evaluate opportunities to adjust merchandise ranges to improve sales</li> <li>• Calculate or estimate overall selling space contributions according to store merchandising plans and category marketing plans</li> </ul>	<p>product range assessment checks against merchandise budgets and sales targets</p> <ul style="list-style-type: none"> <li>• Use Single Keeping Unit (SKU) approach to determine possible strategies for addressing product performance issues</li> <li>• Lead discussion with suppliers during product range and/or product categories reviews</li> </ul>	
--	--	--	--	---	---	--