

**NATIONAL CERTIFICATE: WHOLESALE & RETAIL BUYING/PLANNING
LEARNERSHIP NUMBER: 27Q270016171205**

Occupation name	Retail Buyer/Planner				Occupation number	639201		
Learnership title	National Certificate: Wholesale and Retail: Buying Planning				Credit value of this learnership	120		
Qualification title	National Certificate: Wholesale and Retail: Buying Planning				Qualification registration number	SAQA 0474/07		
Qualification expiry date	2010-11-28	NQF registration level	5		Credit value of qualification	120		
ETQA accredited for qualification	W&RSETA							
<p>Purpose of the learnership: The National Certificate: Wholesale and Retail: Buying Planning, NQF Level 5 addresses skills and competencies required to effectively follow a career and make use of opportunities in the buying and procurement function.</p>								
<p>Entry level requirements for the learnership</p> <ul style="list-style-type: none"> • Communication at NQF Level 4. • Mathematical Literacy at NQF Level 4. • RPL Process 								
Unit Standard Title	US number	NQF Level	Credit value	Specific Outcomes for each Unit Standard	Percentage of learning at:		Specified Practical Workplace Experience Activities	Notional Hours
					Training Provider	Work Place		
Fundamental Unit Standards								

Apply the principles of ethics to improve organisational culture	<u>252042</u>	Level 5	5	<ul style="list-style-type: none"> • Demonstrate understanding of the relationship between values, ethics and organisational culture and its impact on achieving goals and objectives. • Apply the concept of corporate ethics to a unit 	70	30	<ul style="list-style-type: none"> • Demonstrate understanding of the relationship between values, ethics and organisational culture and its impact on achieving goals and objectives. • Apply the concept of corporate ethics to a unit 	50
Explain the buying and planning functions in the wholesale and retail industry	<u>252276</u>	Level 5	5	<ul style="list-style-type: none"> • Identify and describe the buying cycle as it applies to an organisation. • Identify the roles of role players in the buying cycle as it applies to the organisation 	70	30	<ul style="list-style-type: none"> • Identify and describe the buying cycle as it applies to an organisation. • Identify the roles of role players in the buying cycle as it applies to the organisation 	50
TOTAL					TOTAL		TOTAL	
								100
Core Unit Standards								
Analyse and respond to merchandise performance	<u>252246</u>	Level 5	8	<ul style="list-style-type: none"> • Analyse merchandise performance. • Evaluate actual performance against performance forecasts for product ranges in the organisation. 	30	70	<ul style="list-style-type: none"> • Analyse merchandise performance. • Evaluate actual performance against performance forecasts for product ranges in the organisation. 	80
Determine an organisations target market	<u>252242</u>	Level 5	9	<ul style="list-style-type: none"> • Explain the methodology of customer categorising. • Explain the impact of various factors on the behaviour of customers 	60	40	<ul style="list-style-type: none"> • Explain the methodology of customer categorising. • Explain the impact of various factors on the behaviour of customers 	90

Determine selling prices of merchandise for sale	<u>252251</u>	Level 5	8	<ul style="list-style-type: none"> • Explain the economic factors that impact on the selling price • Explain other factors impacting on the selling price 	30	70	<ul style="list-style-type: none"> • Explain the economic factors that impact on the selling price • Explain other factors impacting on the selling price 	80
Negotiate with suppliers	<u>252267</u>	Level 5	12	<ul style="list-style-type: none"> • Describe processes & principles used when negotiating with suppliers • Plan to negotiate with the suppliers 	20	80	<ul style="list-style-type: none"> • Describe processes & principles used when negotiating with suppliers • Plan to negotiate with the suppliers 	120
Propose a product range for a wholesale and retail outlet	<u>252256</u>	Level 5	10	<ul style="list-style-type: none"> • Identify the factors impacting on range and product selection. • Select products from a product range 	40	60	<ul style="list-style-type: none"> • Identify the factors impacting on range and product selection. • Select products from a product range 	100
Research and analyze competitor strategies	<u>252239</u>	Level 5	12	<ul style="list-style-type: none"> • Analyse own and competitor`s ranges. • Compare the marketing strategies of competitor and own company. 	25	65	<ul style="list-style-type: none"> • Analyse own and competitor`s ranges. • Compare the marketing strategies of competitor and own company. 	120
TOTAL					TOTAL		TOTAL	
								590
Elective Unit Standards								
Work as a project team member	<u>120379</u>	Level 4	8	<ul style="list-style-type: none"> • Demonstrate an understanding of working as a member of a team. • Collaborate with other team members to improve performance. 	35	65	<ul style="list-style-type: none"> • Demonstrate an understanding of working as a member of a team. • Collaborate with other team members to improve performance. 	80
Allocate stock to stores	<u>252252</u>	Level 5	10	<ul style="list-style-type: none"> • Explain organisations policies and procedures relating to the allocation of stock to stores. • Allocate stock to stores. 	35	65	<ul style="list-style-type: none"> • Explain organisations policies and procedures relating to the allocation of stock to stores. • Allocate stock to stores. 	100

Apply business financial practices	<u>115821</u>	Level 5	4	<ul style="list-style-type: none"> Describe the financial aspects of a business Interpret financial statements 	40	60	<ul style="list-style-type: none"> Describe the financial aspects of a business Interpret financial statements 	40
Buy merchandise for a wholesale and retail outlet	<u>252271</u>	Level 5	15	<ul style="list-style-type: none"> Explain the buying policies as it applies to the operational environment Identify products for purchasing from the prescribed product range as it applies to an organisation. 	30	70	<ul style="list-style-type: none"> Explain the buying policies as it applies to the operational environment Identify products for purchasing from the prescribed product range as it applies to an organisation. 	150
Import merchandise for a wholesale and retail outlet	<u>252247</u>	Level 5	10	<ul style="list-style-type: none"> Explain the legislative and financial impact of importing of goods as it applies to the Wholesale and Retail sector Compare the impact of local and international buying as it applies to the organisation. 	40	60	<ul style="list-style-type: none"> Explain the legislative and financial impact of importing of goods as it applies to the Wholesale and Retail sector Compare the impact of local and international buying as it applies to the organisation. 	100
Manage the financial performance of a range of merchandise	<u>252270</u>	Level 5	15	<ul style="list-style-type: none"> Produce a financial budget for a range of merchandise to support a merchandise strategy. Monitor the performance of a range of merchandise. 	30	70	<ul style="list-style-type: none"> Produce a financial budget for a range of merchandise to support a merchandise strategy. Monitor the performance of a range of merchandise. 	150
Manage the supply of stock through the supply chain	<u>252241</u>	Level 5	4	<ul style="list-style-type: none"> Identify the people involved in managing the flow of stock through the supply chain. Manage the flow of stock through the supply chain 	30	70	<ul style="list-style-type: none"> Identify the people involved in managing the flow of stock through the supply chain. Manage the flow of stock through the supply chain 	40

Research and analyse local and international consumer trends	<u>252240</u>	Level 5	7	<ul style="list-style-type: none"> • Research international consumer and merchandise trends • Research local consumer and merchandise trends. 	30	70	<ul style="list-style-type: none"> • Research international consumer and merchandise trends • Research local consumer and merchandise trends. 	70	
Source suppliers	<u>252238</u>	Level 5	10	<ul style="list-style-type: none"> • Identify the factors influencing the choice of a supplier base • Evaluate the supplier`s ability to meet the requirements of an organisation. 	80	20	<ul style="list-style-type: none"> • Identify the factors influencing the choice of a supplier base • Evaluate the supplier`s ability to meet the requirements of an organisation. 	100	
Total					152			Total	830
TOTAL					152			TOTAL	1520