

**NATIONAL CERTIFICATE: WHOLESALE & RETAIL MERCHANDISING OPERATIONS LEARNERSHIP**  
**NUMBER: 27Q270011551202**

Occupation name	<b>Merchandiser</b>				Occupation number	<b>639102</b>		
Learnership title	<b>National Certificate: Wholesale and Retail Merchandising Operations</b>				Credit value of this learnership	<b>125</b>		
Qualification title	<b>National Certificate: Wholesale Operations</b>				Qualification registration number	<b>SAQA 0570/07</b>		
Qualification expiry date	2010-05-02	NQF registration level	<b>2</b>		Credit value of qualification	<b>120</b>		
ETQA accredited for qualification	WRSETA							
Purpose of the learnership	<b>This Learnership is designed to provide to skills and abilities for people working in or looking for a career path in Wholesale and Retail Merchandising.</b>							
Entry level requirements for the learnership	<b>Communications and Mathematical Literacy NQF Level 1.</b>							
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		
<b>Fundamental Unit Standards</b>								

Access and use information from texts	119463	2	5	<ul style="list-style-type: none"> <li>• Use of range of reading and/or viewing strategies to make meaning to texts.</li> <li>• Identify the main ideas in different text types</li> </ul>	100	0	<ul style="list-style-type: none"> <li>• Use of range of reading and/or viewing strategies to make meaning to texts.</li> <li>• Identify the main ideas in different text types</li> </ul>	50
Apply basic knowledge of statistics and probability to influence the use of data and procedures in order to investigate life related problems	9009	2	3	<ul style="list-style-type: none"> <li>• Apply various techniques to organize and represent data in order to model situations</li> <li>• Give opinions on the implication of the modeled data for the required purpose.</li> </ul>	100	0	<ul style="list-style-type: none"> <li>• Apply various techniques to organize and represent data in order to model situations</li> <li>• Give opinions on the implication of the modeled data for the required purpose.</li> </ul>	30
Demonstrate understanding of rational and irrational numbers and number systems	7480	2	3	<ul style="list-style-type: none"> <li>• Use and analyze computational tools and strategies. And make estimates and approximations.</li> <li>• Demonstrate understanding of numbers and relationships among numbers and number systems.</li> </ul>	100	0	<ul style="list-style-type: none"> <li>• Use and analyze computational tools and strategies. And make estimates and approximations.</li> <li>• Demonstrate understanding of numbers and relationships among numbers and number systems.</li> </ul>	30

Identify, describe, compare, classify, explore shape and motion in 2-and 3-dimensional shapes in different contexts	9008	2	3	<ul style="list-style-type: none"> <li>• Estimate, measure and calculate physical quantities to solve problems in practical situations.</li> <li>• Explore transformations of two dimensional geometric figures.</li> </ul>	100	0	<ul style="list-style-type: none"> <li>• Estimate, measure and calculate physical quantities to solve problems in practical situations.</li> <li>• Explore transformations of two dimensional geometric figures.</li> </ul>	30
Maintain and adapt oral/signed communication	119454	2	5	<ul style="list-style-type: none"> <li>• Use a variety of speaking and listening/signing strategies to maintain communication.</li> <li>• Adapt speech/ signing to accommodate socio-cultural sensitivities without losing own intention.</li> </ul>	40	60	<ul style="list-style-type: none"> <li>• Use a variety of speaking and listening/signing strategies to maintain communication.</li> <li>• Adapt speech/ signing to accommodate socio-cultural sensitivities without losing own intention.</li> </ul>	50
Use language and communication in occupational learning programmes	119460	2	5	<ul style="list-style-type: none"> <li>• Find and use available learning outcomes</li> <li>• Use learning strategies</li> </ul>	100	0	<ul style="list-style-type: none"> <li>• Find and use available learning outcomes</li> <li>• Use learning strategies</li> </ul>	50

Use mathematics to investigate and monitor the financial aspects of personal and community life	7469	2	2	<ul style="list-style-type: none"> <li>• Use mathematics to plan and control personal and/or household budgets and income and expenditure</li> <li>• Use simple and compound interest to make sense of and define a variety of situations.</li> </ul>	100	0	<ul style="list-style-type: none"> <li>• Use mathematics to plan and control personal and/or household budgets and income and expenditure</li> <li>• Use simple and compound interest to make sense of and define a variety of situations.</li> </ul>	20	
Work with a range of patterns and functions and solve problems	9007	2	5	<ul style="list-style-type: none"> <li>• Convert flexibility between and within various representations of functions</li> <li>• Compare, analyze and describe the behaviour of patterns and functions</li> </ul>	100	0	<ul style="list-style-type: none"> <li>• Convert flexibility between and within various representations of functions</li> <li>• Compare, analyze and describe the behaviour of patterns and functions</li> </ul>	50	
Write/present for a defined context	119456	2	5	<ul style="list-style-type: none"> <li>• Write/Signs for a specific audience, purpose and context.</li> </ul>	100	0	<ul style="list-style-type: none"> <li>• Write/Signs for a specific audience, purpose and context.</li> </ul>	50	
<b>TOTAL 36</b>					<b>TOTAL</b>			<b>TOTAL</b>	<b>360</b>
<b>Core Unit Standards</b>									

Complete basic business calculations	117887	2	5	<ul style="list-style-type: none"> <li>• Complete a basic income statement</li> <li>• Identify expense requiring improvement</li> </ul>	80	20	<ul style="list-style-type: none"> <li>• Complete a basic income statement</li> <li>• Identify expense requiring improvement</li> </ul>	50	
Define the core concepts of the wholesale and retail environment	114895	2	10	<ul style="list-style-type: none"> <li>• Segment the wholesale and retail sector</li> <li>• Identify the store's target market</li> </ul>	70	30	<ul style="list-style-type: none"> <li>• Segment the wholesale and retail sector</li> <li>• Identify the store's target market</li> </ul>	100	
Interact with customers	114903	2	8	<ul style="list-style-type: none"> <li>• Identify the standards for customer service</li> <li>• Present a positive image to customer.</li> </ul>	40	60	<ul style="list-style-type: none"> <li>• Identify the standards for customer service</li> <li>• Present a positive image to customer.</li> </ul>	80	
TOTAL			<b>23</b>	TOTAL				TOTAL <b>230</b>	
Elective Unit Standards									
<b>COMPULSORY ELECTIVE UNIT STANDARDS.</b>									

Recommend orders for clients in a fast moving consumer goods environment	<a href="#">243679</a>	3	8	<ul style="list-style-type: none"> <li>• Explain the FMCG merchandiser's role in maintaining stock levels.</li> <li>• Calculate required orders</li> </ul>	40	60	<ul style="list-style-type: none"> <li>• Explain the FMCG merchandiser's role in maintaining stock levels.</li> <li>• Calculate required orders</li> </ul>	80
Identify the role of the fast moving consumer goods merchandiser in the wholesale and retail industry	<a href="#">243673</a>	2	8	<ul style="list-style-type: none"> <li>• Segment the wholesale and retail sector</li> <li>• Explain the flow of stock through the supply chain.</li> </ul>	70	30	<ul style="list-style-type: none"> <li>• Segment the wholesale and retail sector</li> <li>• Explain the flow of stock through the supply chain.</li> </ul>	80
Uplift stock for return	<a href="#">243681</a>	3	5	<ul style="list-style-type: none"> <li>• Identify goods for uplift</li> <li>• Explain uplift procedure</li> </ul>	30	70	<ul style="list-style-type: none"> <li>• Identify goods for uplift</li> <li>• Explain uplift procedure</li> </ul>	50
Count stock for a stock-take	<a href="#">114891</a>	2	5	<ul style="list-style-type: none"> <li>• Prepare for stock count</li> <li>• Count stock</li> </ul>	10	90	<ul style="list-style-type: none"> <li>• Prepare for stock count</li> <li>• Count stock</li> </ul>	50
Mark merchandise and maintain displays	114906	2	10	<ul style="list-style-type: none"> <li>• Display merchandise given a display instruction</li> <li>• Mark merchandise with labels, ticket and signage.</li> </ul>	0	100	<ul style="list-style-type: none"> <li>• Display merchandise given a display instruction</li> <li>• Mark merchandise with labels, ticket and signage.</li> </ul>	100
Total			<b>36</b>	•			Total	<b>360</b>
<b>GENERAL ELECTIVE UNIT STANDARDS.</b>								

Implement promotional instructions	114904	2	8	<ul style="list-style-type: none"> <li>Describe organizational promotional strategy</li> <li>Build ticket and dismantle promotional displays.</li> </ul>	30	70	<ul style="list-style-type: none"> <li>Describe organizational promotional strategy</li> <li>Build ticket and dismantle promotional displays.</li> </ul>	80
Maintain a safe and secure wholesale and retail environment	114912	2	10	<ul style="list-style-type: none"> <li>Maintain a safe and secure work environment</li> <li>Understand the role and responsibilities in the event of an emergency situation.</li> </ul>	30	70	<ul style="list-style-type: none"> <li>Maintain a safe and secure work environment</li> <li>Understand the role and responsibilities in the event of an emergency situation.</li> </ul>	100
Recommend orders for clients in a fast moving consumer goods environment.	243679	3	8	<ul style="list-style-type: none"> <li>Communicate the need for an order</li> <li>Calculate required orders</li> </ul>	30	70	<ul style="list-style-type: none"> <li>Communicate the need for an order</li> <li>Calculate required orders</li> </ul>	80
TOTAL					<b>30</b>	TOTAL		<b>260</b>
Total credits					<b>125</b>	Total notional hours		<b>1210</b>