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| **MODEL ANSWERS – KNOWLEDGE TEST** | |
| Qualification | 332301 Retail buyer |
| Knowledge module | KM04 Allocating stock to stores |

|  |  |
| --- | --- |
| Learner surname |  |
| Learner full names |  |
| Learner ID number |  |
| Date |  |

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| Total possible marks | 90 | Minimum marks required | 48 (80%) |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 1 | KM04KT01 IAC0101 | Discuss the factors impacting on the range and quantities allocated to stores | 25 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 2 | KM04KT01 IAC0102 | Explain the difference between the allocation and replenishment | 5 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 3 | KM04KT01 IAC0103 | Discuss the methodologies used in industry for allocating ranges to stores | 4 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 4 | KM04KT01 IAC0104 | Discuss the advantages and disadvantages of store and Head Office replenishment | 8 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 5 | KM04KT02 IAC0201 | Describe the factors impacting on the allocation of stock to stores out of South Africa | 8 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 6 | KM04KT02 IAC0202 | Discuss the impact of data integrity on the allocation of stock to stores | 5 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 7 | KM04KT02 IAC0203 | Discuss typical methods used for calculating quantities of promotional stock to stores | 6 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 8 | KM04KT02 IAC0204 | Discuss typical methods used for allocating new merchandise and its quantities to stores | 6 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 9 | KM04KT02 IAC01205 | Discuss the impact of seasonal activity on the allocation of stores | 10 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 10 | KM04KT03 IAC0301 | Describe typical methods used to record allocations in a computerised environment | 4 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 11 | KM04KT03 IAC0302 | Describe typical methods used to record allocations in a non-computerised environment | 3 |

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| --- | --- | --- | --- |
| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 12 | KM04KT03 IAC0303 | Discuss how wholesalers and retailers measure the success of allocations | 6 |