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| **KNOWLEDGE TEST** | |
| Qualification | 332301 Retail buyer |
| Knowledge module | KM01 Concepts and principles for managing supplier relationships and the performance of merchandise |

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

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| Total possible marks | 346 | Minimum marks required | 276 (80%) |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 1 | KM01KT01 IAC0101 | Explain the role of the buyer in the buying cycle and how the buyer impacts on the buying cycle. | 10  (1 mark per function in the role and 1 mark per fact listed under impact – maximum 10) |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 2 | KM01KT01 IAC0101 | Explain the role of the planner in the buying cycle and how the planner impacts on the buying cycle. | 10  (1 mark per function in the role and 1 mark per fact listed under impact – maximum 10) |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 3 | KM01KT01 IAC0101 | Explain the role of the following role players in the buying cycle and how they impact on the buying cycle: | 8  (1 per relevant fact) |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 4 | KM01KT01 IAC0102 | Explain how the buying and planning functions impact on finances of the company | 5 |
| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 5 | KM01KT01 IAC0102 | Explain how the buying and planning functions impact on the brand of the business | 3 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 6 | KM01KT01 IAC0102 | Explain how the buying and planning functions impact on turnover, shrinkage and profitability | 5  1 per fact – al least 1 fact per factor |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 7 | KM01KT01 IAC0103 | Discuss the interrelationship between the buying and planning functions and other areas of the business, including the relationship between:   * Buyer and planner * Buyer and sales * Buyer and Finance * Buyer and marketing * Buyer and visual merchandising | 10  (1 per fact) |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 8 | KM01KT01 IAC0104 | Discuss the ethical standards required by people in the buying and planning function | 20 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 9 | KM01KT01 IAC0105 | List behaviours that are conducive to working in a team.  Explain how these behaviours impact on team dynamics. | 10 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 10 | KM01KT02 IAC0201 | Describe the following supply chains:   * Hot supply chain * Cold supply chain * General supply chain | 10 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 11 | KM01KT02 IAC0202 | Explain the concept of logistics | 5 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 12 | KM01KT02 IAC0203 | Describe the distribution methods **and their impact** on buying and planning:   * Intensive distribution * Exclusive distribution * Selective distribution | 15 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 13 | KM01KT02 IAC0204 | Discuss the interrelationship between the role players involved in the flow of merchandise to stores:   * Between buyer and vendor * Between buyer and distributor * Between vendor and distributor * Between buyer and stores * Between stores and customers | 10  1 mark per fact |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 14 | KM01KT03 IAC0301 | Describe the responsibilities of the buyer in managing the supply chain | 10  1 mark per responsibility and per fact |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 15 | KM01KT03 IAC0301 | Describe the responsibilities of the planner in managing the supply chain | 12 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 16 | KM01KT03 IAC0302 | Discuss critical management stages in the management of the supply chain. | 20 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 17 | KM01KT03 IAC0303 | Discuss the following generally accepted actions to remedy shortfalls in the supply chain:  Several actions can be taken to prevent or remedy shortfalls in the supply chain process:   * Applying best practices in supply chain management * Identifying and evaluating risks and preparing contingency plans to mitigate risk. * Re-allocation and/or re-allocation of merchandise * Sourcing alternative suppliers * Subtly suggesting alternatives * Increasing focus on logistics | 10  1 per fact |

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| 18 | KM01KT03 IAC0304 | Discuss typical contingency plans used in managing the supply chain | 15 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 19 | KM01KT04 IAC0401 | List typical methods used to gather information on supplier performance. List the advantages and disadvantages of each. | 20 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 20 | KM01KT04 IAC0402 | List generally accepted operational standards required of suppliers in terms of:   * Service delivery * Merchandise quality * Order fulfilment * Lead times | 8 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 21 | KM01KT04 IAC0403 | Explain how the company’s target market could impact on operational standards of the supplier | 5 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 22 | KM01KT04 IAC0404 | List typical corrective measures for suppliers not meeting requirements. | 15 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 23 | KM01KT05 IAC0501 | List financial reports used to measure merchandise performance and explain how each is used. | 10 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 24 | KM01KT05 IAC0502 | List ratios used to measure merchandise performance and explain how each is used. | 25 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 25 | KM01KT05 IAC0503 | Describe typical measures used to evaluate buying and planning activities | 10 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 26 | KM01KT05 IAC0504 | Describe possible activities for merchandise not selling and the impact of each on the business. | 25 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 27 | KM01KT05 IAC0505 | Describe possible activities for solving shortfalls in merchandise levels and the impact each will have on the business. | 20 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 28 | KM01KT05 IAC0506 | Describe possible activities for improving merchandise performance | 20 |