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| **KNOWLEDGE TEST**  **KM02 Concepts and principles for identifying and sourcing products and selecting suppliers** | |
| Qualification | 332301 Retail buyer |
| Knowledge module | KM02 Concepts and principles for identifying and sourcing products and selecting suppliers |

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

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| Total possible marks | 333 | Minimum marks required | 266 (80%) |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 1 | KM02KT01 IAC0101 | Describe the impact of importing goods on the South African economy | 30 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 2 | KM02KT01 IAC0102 | Describe (i) applicable legislation and (ii) duties relevant to imports. | 10 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 3 | KM02KT01 IAC0103 | Discuss the impact of import costs on the sale of goods | 3 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 4 | KM02KT01 IAC0104 | Describe generally accepted import processes and the specific support functions required of an import buyer | 10 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 5 | KM02KT02 IAC0201 | Discuss techniques available to identify suppliers of products | 20 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 6 | KM02KT02 IAC0202 | Discuss business’ typical requirements when choosing preferred suppliers | 50 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 7 | KM02KT02 IAC0203 | Discuss how logistics will impact on a business’ choice of suppliers | 6 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 8 | KM02KT02 IAC0204 | Discuss the advantaged and disadvantages of broad and narrow supply bases | 10 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 9 | KM02KT03 IAC0301 | Discuss the various factors that impact on range and product selection including target market, store size, buying preference, strategy, branding | 30 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 10 | KM02KT03 IAC0302 | Describe and discuss the methodologies used in they industry for developing ranges | 30 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 11 | KM02KT03 IAC0303 | Discuss how trends, fashions, fads and world events impact on product selection | 12 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 12 | KM02KT04 IAC0401 | Describe generally accepted methods for conducting research on product availability | 15 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 13 | KM02KT04 IAC0402 | Discuss generally accepted methods for analysing research data on product availability | 25 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 14 | KM02KT04 IAC0403 | Describe methods for identifying product sources | 15 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 15 | KM02KT04 IAC0404 | Describe methodologies used in the industry for analysing competitor ranges. | 15 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 16 | KM02KT04 IAC0405 | Describe methods used in the industry for completing a SWOT analysis | 15 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 17 | KM02KT05 IAC0501 | Describe how the target markets are categorised in the wholesale and retail industry | 10 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 18 | KM02KT05 IAC0502 | Describe the LSM method for categorising target markets in South Africa and how it can be used when setting ranges for a business | 20 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 19 | KM02KT05 IAC0503 | Discuss how factors such as ethical sourcing, price and brand influence customer shopping habits | 10 |

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| **Question #** | **INTERNAL ASSESSMENT CRITERIA** | **QUESTION** | **MARKS** |
| 20 | KM02KT05 IAC0504 | Describe the buying habits of shoppers falling into the LSM1, LSM5 and LSM10 bands | 6 |