



Australian Government

SIRXIND006 Review retail business fundamentals

Release: 1

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Modification History

Not applicable.

Application

This unit describes the performance outcomes, skills and knowledge required to access organisational information and conduct research to understand the fundamentals of retail financials and operations.

This unit applies to individuals working in a diverse range of retail sectors and business contexts.

No occupational licensing, certification or specific legislative requirements apply to this unit at the time of publication.

Pre-requisite Unit

Nil

Competency Field

Working in Industry

Unit Sector

Cross-Sector

Elements and Performance Criteria

ELEMENTS

Elements describe the essential outcomes.

1. Determine the commercial structure of a retail business.

PERFORMANCE CRITERIA

Performance criteria describe the performance needed to demonstrate achievement of the element.

1.1. Access and review a retail business strategy to determine organisational direction and priorities.

1.2. Access and review a retail organisational structure and determine the roles and responsibilities of key retail functions.

1.3. Identify internal and external factors impacting retail performance.

1.4. Access and interpret a retail profit and loss statement to identify key financial metrics and budgeting considerations.

1.5. Review key internal and external factors impacting on retail

performance.

2. Research retail leasing arrangements.

- 2.1. Research the rental costs and terms of a retail lease.
- 2.2. Identify costs, initial and ongoing, of establishing a retail space.
- 2.3. Calculate the profit required to cover the cost of establishing a retail space.
- 2.4. Calculate the breakeven point in terms of the lease duration.
- 2.5. Identify value of stock held within a store and calculate the sales turnover per square metre to determine store productivity.

3. Review retail inventory processes and structures.

- 3.1. Access and review a retail merchandise strategy to determine organisational merchandise objectives.
- 3.2. Identify key financial metrics considered in merchandise management.
- 3.3. Review organisational structure of categories, sub-categories and product ranges.
- 3.4. Review organisational processes for inventory purchasing and management.
- 3.5. Identify internal and external factors impacting product performance.
- 3.6. Perform basic retail calculations to determine the difference between product cost and retail price to calculate a margin.

4. Research the retail customer.

- 4.1. Review organisational target market and target market profit.
- 4.2. Identify strategies to engage the target market and opportunities to enhance customer experience.
- 4.3. Identify the role and value of customer service teams in engaging the retail customer.

Foundation Skills

Foundation skills essential to performance are explicit in the performance criteria of this unit of competency.

Unit Mapping Information

No equivalent unit.

Links

Companion Volume Implementation Guides -

<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=ca051b1b-5101-4ec2-ac1c-49699303188d>