



**Australian Government**

**Assessment Requirements for  
SIRRM003 Conduct a post-trade  
analysis**

**Release: 1**

# Assessment Requirements for SIRRMRM003 Conduct a post-trade analysis

## Modification History

Not applicable.

## Performance Evidence

Evidence of the ability to complete tasks outlined in elements and performance criteria of this unit in the context of the job role, and:

- source and analyse the following post-trade performance information from a six-month trading period, for one product category:
  - financial performance
  - product performance
  - supplier performance
  - customer feedback
  - store feedback
  - competitor activity
  - promotional performance
- use findings from the above analysis to document a post-trade analysis report identifying:
  - strengths
  - weaknesses
  - opportunities:
    - new
    - missed
  - threats
- make recommendations for improved merchandise performance.

## Knowledge Evidence

Demonstrated knowledge required to complete the tasks outlined in the elements and performance criteria of this unit:

- post-trade analysis:
  - purpose
  - role in informing merchandise strategy
- performance indicators and their role in post-trade analysis:
  - financial:
    - sales
    - gross profit margin
    - Gross Margin Return on Investment

- stock to sales
- stockturn
- sell-through rates
- average sale price
- unit sales
- purchase margin
- markdowns
- stock availability
- best and worst sellers
- full-price, markdown and promotional
- Stock Keeping Unit performance
- product performance
- supplier performance
- promotional performance
- competitor activity
- key stakeholders and their role in post-trade analysis:
  - buyers
  - planners
  - production
  - visual merchandisers
  - stores
  - management
  - marketing
  - warehousing
  - customer
- techniques used to interpret financial and performance information
- types of conclusions that can be drawn from a post-trade analysis
- types of recommendations made following a post-trade analysis
- formats for post-trade analysis reporting.

## Assessment Conditions

Skills must be demonstrated in a retail environment. This can be:

- an industry workplace
- a simulated industry environment.

Assessment must ensure access to:

- templates for post-trade analysis reporting
- financial and performance information for one product category over a six-month trading period:

- financial performance
- supplier performance
- competitor activity
- promotional performance
- product performance.

Assessors must satisfy the Standards for Registered Training Organisations' requirements for assessors, and:

- have worked in the retail industry for at least three years where they have applied the skills and knowledge within this unit of competency.

## **Links**

Companion Volume Implementation Guides -

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