



Australian Government

SIRRM003 Conduct a post-trade analysis

Release: 1

SIRRM003 Conduct a post-trade analysis

Modification History

Not applicable.

Application

This unit describes the performance outcomes, skills and knowledge required to review the performance of retail merchandise during a specified trading period. It requires the ability to gather and analyse post-trade information to draw insights and conclusions and use these findings to make recommendations for improved merchandise performance.

This unit applies to individuals working in merchandise management related roles in a diverse range of retail sectors and business contexts. They operate with independence and are responsible for making a range of operational business decisions that relate to the management of merchandise.

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

Pre-requisite Unit

Nil

Competency Field

Merchandise Management

Unit Sector

Retail

Elements and Performance Criteria

ELEMENTS

Elements describe the essential outcomes.

1. Access post-trade information.

PERFORMANCE CRITERIA

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

1.1 Determine objectives of post-trade analysis and product category to be reviewed.

1.2 Source financial and merchandise performance data from specified trading period.

1.3 Source supplier performance data from specified trading period.

- 1.4 Source customer and store feedback from specified trading period.
- 1.5 Obtain summaries of promotional activity that occurred during the specified trading period.
- 1.6 Review and make informed conclusions about competitor performance during the specified trading period.
- 1.7 Consult with relevant stakeholders to seek input on merchandise performance for the specified trading period.
2. Analyse post-trade information.
- 2.1 Confirm accuracy and integrity of performance information and data.
- 2.2 Evaluate financial performance data against performance indicators to determine financial performance of the product category.
- 2.3 Analyse post-trade information and data to develop evidence-based conclusions about merchandise performance.
- 2.4 Identify strengths, weaknesses, opportunities and threats based on findings.
3. Report on findings.
- 3.1. Document post-trade findings according to organisational requirements.
- 3.2 Use findings to make recommendations for improved merchandise category performance.
- 3.3 Communicate findings to relevant personnel.

Foundation Skills

Foundation skills essential to performance in this unit, but not explicit in the performance criteria, are listed here, along with a brief context statement.

SKILLS	DESCRIPTION
Numeracy skills to:	<ul style="list-style-type: none"> interpret complex retail financial data to determine financial performance of a product category.
Technology skills to:	<ul style="list-style-type: none"> access, document and communicate information using digital technologies and systems.

Unit Mapping Information

No equivalent unit.

Links

Companion Volume Implementation Guides -

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