



Australian Government

Assessment Requirements for SIRRM009 Plan merchandise buying trips

Release: 1

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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:

- review a merchandise strategy to identify merchandise needs and document one buying trip plan detailing:
 - buying trip objectives
 - key activities and destinations
 - buying trip budget
 - buying trip itinerary and schedule
 - key trip resources and booking requirements
- undertake buying trip activities and prepare a buying trip report that details:
 - product and supplier insights
 - product and supplier feasibility
 - product alignment to organisational and customer needs
 - recommendations for merchandise buying
 - reflection on cost-effectiveness and productivity of trip.

Knowledge Evidence

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

- common objectives of merchandise buying trips:
 - find new suppliers
 - diversify range
 - find new products
 - gain trend insights
 - sample collection
 - analyse competitors
 - place orders
 - negotiate pricing
 - evaluate supplier performance
- considerations to be made when planning and undertaking buying trips:

- transportation and accommodation
- local customs and holidays
- language and communication
- trip budgets
- product budgets
- travel bookings
- appointment scheduling
- logistics to transport goods
- exchange rates
- time efficiencies
- critical path
- legal and compliance requirements
- common buying trip destinations:
 - supplier factory visits
 - trade fairs
 - retail destinations
- techniques to determine suitability and feasibility of products and suppliers
- formats for preparing buying trip reports.

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:

- relevant documentation:
 - organisational merchandising strategy
 - buying trip budgets
- sources of information relevant to the planning of buying trips.

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>

