



Australian Government

Department of Education, Employment and Workplace Relations

LMTFD6001B Evaluate commercial viability of designs

Revision Number: 1

LMTFD6001B Evaluate commercial viability of designs

Modification History

Not applicable.

Unit Descriptor

Unit descriptor This unit covers the skills and knowledge to evaluate the commercial viability of the mass production and sale of fashion designs.

Application of the Unit

Application of the Unit The unit applies to evaluating the ability of fashion design concepts and proposals to assist in achieving business goals and financial targets. Skills covered by this unit are used to assist in the making decisions about which fashion designs to select for commercial production and sale.

Work may be conducted in small to large scale enterprises and may involve individual and team-related activities.

The application of this unit is according to OHS practices of the enterprise and workplace practices, which may include:

- requirements prescribed by legislation, awards agreements and conditions of employment
- standard operating procedures
- work instructions
- oral, written and visual communication
- quality practices, including responsibility for maintenance of own work quality and contribution to quality improvement of team or section output
- housekeeping
- tasks related to environmental protection, waste disposal, pollution control, and recycling

This unit requires communication, problem solving skills and initiative and enterprise to analyse business information and assess commercial viability of specific designs. Planning and organising skills are applied to assess design against business criteria.

Licensing/Regulatory Information

Not applicable.

Pre-Requisites

Prerequisites LMTFD4004B
 LMTFD5009B

Employability Skills Information

Employability Skills This unit contains employability skills.

Elements and Performance Criteria Pre-Content

Not applicable.

Elements and Performance Criteria

ELEMENT	PERFORMANCE CRITERIA
1 Review business position	1.1 Current business plan is analysed. 1.2 Business objectives and financial targets are identified. 1.3 Current business practices are identified and relevance for future developments is determined. 1.4 Past products are identified and records of commercial success analysed. 1.5 Workplace criteria for measuring commercial success of products are identified.
2 Analyse fashion designs	2.1 Ability of designs to meet client or target market needs and expectations is identified. 2.2 Costing and production strategies of designs are analysed. 2.3 Alignment of designs to business goals and practices is assessed.
3 Apply selection criteria to fashion designs	3.1 Workplace criteria for selection of designs are identified. 3.2 Designs are analysed against selection criteria. 3.3 Senior management are consulted in selection of designs. 3.4 Designs are selected for commercial production.
4 Establish evaluation mechanisms	4.1 Financial targets for design production are established. 4.2 Monitoring systems are implemented to measure progress of design production and return. 4.3 Design selection is evaluated against commercial targets.

Required Skills and Knowledge

This describes the essential skills and knowledge and their level, required for this unit.

Demonstrates knowledge of:

- practices and procedures for costing of design production
- industry trends and market practices
- OHS practices, including hazard identification and control measures
- quality practices
- workplace practices
- recording and reporting practices

Demonstrates skills to:

- interpret costing and financial documentation
- access industry standards
- analyse business information
- read, interpret and follow information on work specifications, standard operating procedures and work instructions, and other reference material
- maintain accurate records
- communicate within the workplace
- sequence operations
- meet specifications
- clarify and check task-related information
- carry out work according to OHS practices

Evidence Guide

The Evidence Guide provides advice on assessment and must be read in conjunction with the Performance Criteria, Required Skills and Knowledge, the Range Statement and the Assessment Guidelines for the Training Package.

Critical aspects of evidence	Demonstrates skills and knowledge to: • complete and assess production costing information • analyse designs against selection criteria • analyse business goals and strategies • apply OHS practices in work operations • maintain accurate records
Consistency in performance	Consistently applies skills and knowledge when: • organising work • completing tasks • identifying improvements • using workplace practices • using OHS practices • recording and reporting accidents and incidents • assessing operational readiness of equipment used and work processes • recognising and adapting to cultural differences in the workplace, including modes of behaviour and interactions • completing work systematically with attention to detail without damage to goods and equipment
Resource implications	Access is required to real or appropriately simulated situations, including work areas, materials and equipment, and to information on workplace practices and OHS practices.
Context for assessment	Assessment may occur on the job or in an appropriately simulated environment.
Interdependent assessment	This unit may be assessed independently or in combination with other relevant units.

Range Statement

RANGE STATEMENT

The Range Statement relates to the unit of competency as a whole. It allows for different work environments and situations that may affect performance. Bold italicised wording, if used in the Performance Criteria, is detailed below. Add any essential operating conditions that may be present with training and assessment depending on the work situation, needs of the candidate, accessibility of the item, and local industry and regional contexts.

Legislative/regulatory requirements	All work must comply with relevant Federal and State or Territory legislative or regulatory requirements.
Current business practices may include:	• use of in-house; cut, make and trim; offshore production suppliers • use of expertise external to organisation • development of organisational image and market position • pricing and budget strategies • marketing and sales strategies
Criteria may include:	• potential financial return • alignment with business goals and corporate image • client acceptance • availability of materials and resources for production • suitability of production processes • marketing potential • place in the market and product life cycle • production costs and timelines
OHS practices	OHS practices must include hazard identification and control, risk assessment and implementation of risk reduction measures specific to the tasks described by this unit and may include: • manual handling techniques • standard operating procedures • personal protective equipment • safe materials handling • taking of rest breaks • ergonomic arrangement of workplaces • following marked walkways • safe storage of equipment • housekeeping • reporting accidents and incidents • other OHS practices relevant to the job and enterprise

Unit Sector(s)

Sector Fashion Design and Technology