



Australian Government

MSTFD6001 Evaluate commercial viability of designs

Release: 2

MSTFD6001 Evaluate commercial viability of designs

Modification History

Release 2. Supersedes and is equivalent to MSTFD6001 Evaluate commercial viability of designs (Release 1).

Pre-requisite unit, MSTFD4004 Calculate cost estimates for fashion products, is **superseded by** MSTFD4023 Calculate cost estimates for TCF products.

Pre-requisite unit, MSTFD5009 Cost production of fashion or textile designs, is **superseded by** MSTFD5027 Cost production of fashion and textile designs.

Release 1. Supersedes and is equivalent to LMTFD6001B Evaluate commercial viability of designs.

Application

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

The unit of competency 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 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 activities.

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

Pre-requisite Unit

MSTFD402 3 Calculate cost estimates for TCF products

MSTFD502 7 Cost production of fashion and textile designs

Competency Field

Fashion design and technology

Unit Sector

Not applicable

Elements and Performance Criteria

Elements describe the essential outcomes.

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

1	Determine job requirements	1.1	Follow standard operating procedures (SOPs)
		1.2	Comply with work health and safety (WHS) requirements at all times
		1.3	Use appropriate personal protective equipment (PPE) in accordance with SOPs
		1.4	Determine job requirements from specifications, job sheets or work instructions
2	Prepare to evaluate commercial viability	2.1	Analyse current business plan and identify business objectives and financial targets to review business position
		2.2	Review business practices, past products and records of commercial success to assess relevance for future developments
		2.3	Identify workplace criteria for measuring commercial success of products
		2.4	Identify potential designs and assess their ability to meet client or target market needs and expectations
		2.5	Analyse costing and production strategies of designs and assess alignment of designs to business goals and practices
3	Select designs for commercial development	3.1	Identify workplace criteria for selection of designs
		3.2	Analyse designs against selection criteria
		3.3	Consult senior management in selection of designs
		3.4	Determine which designs will be developed for commercial production
4	Establish	4.1	Establish financial targets for design production

**evaluation
mechanism**

- 4.2 Implement monitoring systems to measure progress of design production and return
- 4.3 Evaluate design selection against commercial targets
- 4.4 Document findings and file according to workplace procedures

Foundation Skills

This section describes those required skills (language, literacy and numeracy) that are essential to performance.

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

Range of Conditions

This field allows for different work environments and conditions that may affect performance. Essential operating conditions that may be present (depending on the work situation, needs of the candidate, accessibility of the item, and local industry and regional contexts) are included.

**Workplace
procedures include
one or more of the
following:**

- requirements prescribed by legislation, awards, agreements and conditions of employment
- SOPs
- work instructions
- PPE
- 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
- WHS requirements

**Australian
Standards include:**

- the relevant industry or Australian Standards that are current at the time this unit is being undertaken

**Current business
practices include one
or more of the**

- use of in-house; cut, make and trim (CMT) and offshore production suppliers
- use of expertise external to organisation
- development of organisational image and market position

- following:**
- pricing and budget strategies
 - marketing and sales strategies

- Commercial success criteria include two or more of the following:**
- 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

Unit Mapping Information

Release 2. Supersedes and is equivalent to MSTFD6001 Evaluate commercial viability of designs (Release 1).

Release 1. Supersedes and is equivalent to LMTFD6001B Evaluate commercial viability of designs.

Links

Companion Volume implementation guides are found in VETNet -

<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=a203ec5c-de7d-406b-b3e1-8f1a9b76e92e>

Assessment Requirements for MSTFD6001 Evaluate commercial viability of designs

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Performance Evidence

Evidence required to demonstrate competence in this unit must be relevant to and satisfy all of the requirements of the elements and performance criteria, and include:

- reading and following work instructions, standard operating procedures (SOPs) and safe work practices
- applying relevant standards
- reviewing business position, business practices, past products and records of commercial success to assess relevance for future developments
- identifying potential designs and assessing their ability to meet client or target market needs and expectations
- analysing costing and production strategies of designs to check if they align to business goals and workplace procedures
- following established communication protocols to consult senior management to select at least two (2) designs that are suitable to be developed for commercial production
- establishing and monitoring financial targets and evaluating design selection process and outcomes against commercial targets
- documenting findings and filing according to workplace procedures.

Knowledge Evidence

Evidence must be provided that demonstrates knowledge of:

- specifications for commercial viability
- relevant Australian Standards
- business goals and strategies
- business practices
- costing and production strategies
- commercial success criteria
- practices and procedures for costing design production

- industry trends and market practices
- financial monitoring system
- quality practices
- workplace practices
- recording and reporting practices.

Assessment Conditions

- Assessors must:
 - satisfy the assessor competency requirements that are in place at the time of the assessment, as set by the VET regulator
 - have vocational competency in evaluating commercial viability of fashion design, at least to the level being assessed, with relevant industry knowledge and experience.
- Assessment should occur in operational workplace situations. Where this is not possible, or where personal safety or environmental damage are limiting factors, assessment must occur in a sufficiently rigorous simulated environment reflecting realistic operational workplace conditions. This must cover all aspects of workplace performance, including environment, task skills, task management skills, contingency management skills and job role environment skills.
- Assessment processes and techniques must be appropriate to the language, literacy and numeracy requirements of the work being performed and the needs of the candidate.
- Conditions for assessment must include access to all tools, equipment, materials and documentation required, including relevant workplace procedures, product and manufacturing specifications associated with this unit.

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