



Australian Government

SIR50317 Diploma of Retail Merchandise Management

Release 1

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Modification History

Not applicable.

Qualification Description

This qualification reflects the role of individuals who undertake retail merchandise management activity to deliver profitable results for a retail organisation. They analyse merchandise performance results and follow an organisational strategy to plan and enhance ongoing merchandise performance.

These individuals operate with autonomy, are responsible for their personal outputs, and undertake decision making independently and in consultation with others.

Individuals with this qualification are able to perform roles such as buyer, merchandise planner and merchandise manager.

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

Entry Requirements

Entry to this qualification is open to individuals who:

- have achieved formal study at the Certificate IV, or higher, level and are currently employed within the retail sector in a function where they have applied knowledge of retail financials, inventory management and retail operations.

or

- have at least two years full time work experience in a retail merchandise management related function where they have applied knowledge of retail financials, inventory management and retail operations.

or

- have at least two years full time work experience in a role where they have applied knowledge of business financials and operations.

Packaging Rules

11 units must be completed:

- 7 core units

- 4 elective units, consisting of:
 - 2 units from the list below
 - 2 units from the list below, elsewhere in SIR Retail Services Training Package, or any other current Training Package or accredited course.

The selection of electives must be guided by the job outcome sought, local industry requirements and the complexity of skills appropriate to the AQF level of this qualification.

Core units

SIRRMRM002	Develop a merchandise strategy
SIRRMRM003	Conduct a post trade analysis
SIRRMRM004	Develop a merchandise financial plan
SIRRMRM005	Develop a category financial plan
SIRRMRM006	Plan a merchandise product range
SIRRMRM007	Negotiate and establish supply arrangements
SIRRMRM008	Develop a merchandise promotional plan

Elective units

Merchandise Management

SIRRMRM009	Plan merchandise buying trips
SIRRMRM010	Plan product development
SIRRMRM011	Manage merchandise quality and compliance

Management and Leadership

BSBLDR503	Communicate with influence
SIRXMGT003	Provide leadership to others
SIRXMGT004	Plan and manage retail projects

Risk Management and Security

SIRXRSK003	Manage risk in the retail environment
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Working in Industry

BSBINN502	Build and sustain an innovative work
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environment

BSBWOR501 Manage personal work priorities and
professional development

Qualification Mapping Information

No equivalent qualification.

Links

Companion Volume Implementation Guides -

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