

No. 930

5 October 2007

**SOUTH AFRICAN QUALIFICATIONS AUTHORITY (SAQA)**

In accordance with Regulation 24(c) of the National Standards Bodies Regulations of 28 March 1998, the Standards Generating Body (SGB) for

**Retail and Wholesale**

registered by Organising Field 11, Services, publishes the following Qualification and Unit Standards for public comment.

This notice contains the titles, fields, sub-fields, NQF levels, credits, and purpose of the Qualification and Unit Standards. The full Qualification and Unit Standards can be accessed via the SAQA web-site at [www.saga.org.za](http://www.saga.org.za). Copies may also be obtained from the Directorate of Standards Setting and Development at the SAQA offices, SAQA House, 1067 Arcadia Street, Hatfield, Pretoria.

Comment on the Qualification and Unit Standards should reach SAQA at the address below and **no later 5 November 2007**. All correspondence should be marked **Standards Setting – Retail and Wholesale** addressed to

The Director: Standards Setting and Development  
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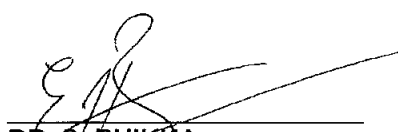
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DIRECTOR: STANDARDS SETTING AND DEVELOPMENT



## SOUTH AFRICAN QUALIFICATIONS AUTHORITY

**QUALIFICATION:*****National Certificate: Wholesale and Retail: Buying Planning***

SAQA QUAL ID	QUALIFICATION TITLE		
59299	National Certificate: Wholesale and retail: Buying planning		
ORIGINATOR		PROVIDER	
SGB Retail and Wholesale			
QUALIFICATION TYPE	FIELD	SUBFIELD	
National Certificate	11 - Services	Wholesale and Retail	
ABET BAND	MINIMUM CREDITS	NQF LEVEL	QUAL CLASS
Undefined	120	Level 5	Regular-Unit Stds Based

**PURPOSE AND RATIONALE OF THE QUALIFICATION****Purpose:**

The National Certificate: Wholesale and Retail: Buying Planning, NQF Level 5 addresses skills and competencies required to effectively follow a career and make use of opportunities in the buying and procurement function.

In addition to basic buying and purchasing skills, the qualification also enables the integration of associated skills within this area of operation, such as the research of local and international trends, importing, supply chain management, project management and negotiation skills.

After the successful completion of this qualification learners will be able to:

- Understand the nature and importance of the buying and planning function in the Wholesale and Retail environment.
- Plan product procurement within the context of competitor strategies, merchandising per performance, pricing, organisational target markets and product range identification.
- Calculate costing and pricing.
- Apply decision-making and negotiating skills.
- Perform buying and associated administrative activities in the area of specialisation.

**Rationale:**

The Wholesale and Retail environment revolves around the function of the procurement of goods for purposes of resale to end-users/consumers. Regardless of the type, volume, size or quantity of goods forming the focus of the specific Wholesale or Retail organisation, the effective planning and execution of the procurement function plays an integral part in the successful operation of a diverse range of businesses in the Wholesale and Retail sector, which include:

- Spaza/house shops.
- Independent stores.
- Chain stores.
- Small and Large wholesalers.
- Franchisers.
- Distribution Centres.
- Tele-marketing organisations.
- External contractors.

Procurement or buying requires competence across a broad range of varied work activities performed in a variety of contexts, associated with the acquisition of goods in the Wholesale and Retail environment and the qualification makes provision for the gaining of generic competencies and skills applicable to the buying planning function, whilst providing for specific areas of specialisation within the purchasing and supply chain operations environment, which may not apply across the board to all individuals responsible for the buying planning function in Wholesale and Retail environments.

The qualification is aimed at individuals presently involved in the planning and execution of procurement in organisations or individuals, previously excluded from skills development, or envisaging employment or advancement opportunities as part of a career path in the area of buying and associated functions in the Wholesale and Retail environment.

Skills and competencies gained enable further learning and refining of skills and competencies in associated vocational environments such as supply chain management, the importing of merchandise as well as financial budgeting and reporting and related administration.

### **RECOGNIZE PREVIOUS LEARNING?**

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### **LEARNING ASSUMED IN PLACE**

It is assumed that learners accessing this qualification are competent in:

- Communication at NQF Level 4.
- Mathematical Literacy at NQF Level 4.

Specific unit standards making up the qualification assumes the completion of specific areas of learning from other unit standards embedded in the qualification.

### **Recognition of Prior Learning:**

The structure of this Unit Standard based Qualification makes the Recognition of Prior Learning possible. Learner and Assessor will jointly decide on methods to determine prior learning and competence in the knowledge, skills, values and attitudes implicit in the Qualification and the associated Unit Standards. Recognition of Prior Learning will be done by means of an Integrated Assessment.

This Recognition of Prior Learning may allow for:

- Accelerated access to further learning at this or higher levels on the NQF.
- Gaining of credits for Unit Standards in this Qualification.
- Obtaining this Qualification in whole or in part.

All recognition of Prior Learning is subject to quality assurance by the relevant ETQA or an ETQA that has a Memorandum of Understanding with the relevant ETQA.

### **Access to the Qualification:**

There is open access to any learner who has completed an FETC or equivalent NQF Level 4 qualification. It is required that learners are able to arrange for assessment in either a Wholesale and Retail or simulated environment.

### **QUALIFICATION RULES**

The qualification is made up of Fundamental, Core and Elective unit standards and a minimum of 120 Credits is required to complete the qualification.

Fundamental component:

- All unit standards totalling 10 credits are compulsory.

Core component:

- All unit standards totalling 59 credits are compulsory.

Elective component:

- Learners are required to select a minimum of 51 Credits from the Elective component of the qualification.

### **EXIT LEVEL OUTCOMES**

Exit Level Outcomes of the Qualification:

1. Demonstrate an understanding of the Buying and Planning function in the Wholesale and Retail environment.
2. Support the procurement planning function in a Wholesale and Retail environment.
3. Conduct the Buying function in a Wholesale and Retail environment.
4. Manage the supply of stock in a Wholesale and Retail environment.
5. Apply financial practices applicable to the Buying Planning function in a Wholesale and Retail environment.

### **ASSOCIATED ASSESSMENT CRITERIA**

Associated Assessment Criteria for Exit Level Outcome 1:

- 1.1 The relevant legislative framework impacting on the procurement function in the Wholesale and Retail industry is explained as it applies to an organisation.
- 1.2 Policies, procedures and ethics applicable to the procurement function are correctly identified and explained as they apply to an organisation.
- 1.3 The buying cycle, supply chain, role players, their functions and the inter-relationship between functions and role-players are explained as they apply to an organisation.
- 1.4 Criteria for the sourcing, evaluation, selection and appointment of suppliers are identified and applied according to organisational policies, procedures and requirements.

Associated Assessment Criteria for Exit Level Outcome 2:

- 2.1 Planning for procurement requirements and functions are supported through the gathering, evaluation and interpretation of relevant international, industry, organisational and target market trends and information.
- 2.2 Procurement planning functions are supported through the analysis and interpretation of organisational and competitor marketing, product range and pricing strategies.
- 2.3 Organisational product ranges and pricing strategies are identified, recommended and adjusted according to merchandising performance and target market requirements.
- 2.4 Planning, execution and evaluation of negotiations with suppliers are conducted in accordance with organisational requirements.

Associated Assessment Criteria for Exit Level Outcome 3:

- 3.1 International and/or local suppliers are sourced, identified and selected according to organisational requirements and time frames.

3.2 Buying and procurement are planned, initiated, controlled and concluded according to quality assurance and organisational requirements.

3.3 Relevant administration is completed and recorded according to logistical and organisational requirements.

Associated Assessment Criteria for Exit Level Outcome 4:

4.1 Stock allocation is planned, implemented and concluded according to organisational requirements within identified time frames.

4.2 The flow of stock through the supply chain is tracked and managed to ensure optimal supply levels according to the needs and requirements of an organisation.

4.3 The efficiency of the supply of stock and supplier performance is evaluated and recommendations are made for future improvement.

Associated Assessment Criteria for Exit Level Outcome 5:

5.1 Financial forecasts, budgets and budget variances are prepared and presented in a focussed and logical manner as per organisational requirements.

5.2 Financial reports for a range of merchandise are interpreted to support a merchandising strategy.

5.3 The performance of a range of merchandise is monitored and evaluated in order to recommend and implement performance improvement actions as part of the organisational team.

5.4 Financial record keeping applicable to the Buying Planning Function in the organisation is carried out according to organisational requirements.

Integrated Assessment:

Assessment practices must be open, transparent, fair, valid, and reliable and must ensure that no learner is disadvantaged in any way whatsoever. For this purpose, an integrated assessment approach is incorporated into the Qualification. Learning, teaching and assessment are inextricably aligned. Whenever possible, the assessment of knowledge, skills, attitudes and values shown in the unit standards should be integrated through the practical application of buying planning activities in a Wholesale and Retail environment.

A variety of methods must be used in assessment and tools and activities must be appropriate to the context in which the learner is working. Where it is not possible to assess the learner in the workplace or on-the-job, simulations, case studies, role-plays and other similar techniques should be used to provide a context appropriate to the assessment.

The term 'Integrated Assessment' implies that theoretical and practical components should be assessed together. During integrated assessments the assessor should make use of formative and summative assessment methods and assess combinations of practical, applied, foundational and reflective competencies.

Assessors and moderators should make use of a range of formative and summative assessment methods. Assessors should assess and give credit for the evidence of learning that has already been acquired through formal, informal and non-formal learning and work experience.

Assessment should ensure that all Specific Outcomes, Embedded Knowledge and Critical Cross-Field Outcomes are evaluated. The assessment of the Critical Cross-Field Outcomes should be integrated with the assessment of Specific Outcomes and Embedded Knowledge.

## **INTERNATIONAL COMPARABILITY**

The comparison with international qualifications in the area of Wholesale and Retailing was conducted by comparing the National Certificate: Wholesale and Retail Buying Planning NQF Level 5 to undergraduate programmes, outcomes of learning and performance criteria found in the qualifications forming the basis of procurement training for:

- NVQ qualifications and standards offered in Higher education in the United Kingdom and developed by the Purchasing and Supply Lead Body, accredited by the Council of Vocational Qualifications.
- The European Institute of Purchasing Management.
- The American Purchasing Society.

Three NCVQ Procurement Qualifications are available. These are:

- Level 2, identity number: Q1025815, which is aimed at procurement/purchasing assistants and junior buyers.
- Level 3, identity number: Q1025816, which targets procurement/purchasing executives or buyers.
- Level 4, identity number: Q1025817, which is aimed at Purchasing and Procurement Managers or Contracts and Supply Managers. Attaining of the Level 4 qualification, meets the corporate membership requirements of the Chartered Institute of Purchasing and Supply.

The comparison and evaluation of the standards and requirements incorporated in the NCVQ qualifications and the NC Wholesale and Retail Buying Planning Qualification indicated a good match in terms of alignment against standards and competencies predominantly from the NCVQ Levels 3 and 4, with the retaining of the competencies associated with the buying specific function as incorporated in the South African qualification, only clearly distinguished in the NCVQ Level 2.

Management specific functions as evident from the NCVQ Level 4 are not included in the National Certificate: Buying Planning Certificate Level 5 and the latter could possibly form an important focus in terms of articulation to a Diploma level qualification in the South African Wholesale and Retail context.

The South African qualifications approach chooses to avoid formal differentiation between the skills and competencies associated with the assistant and support level function and the buyer level, as is clearly the case with the NCVQ qualifications. In addition, the provision of mandatory core units and specific optional units for purposes of specialisation as evident from the NCVQ qualifications, confirms alignment in terms of the qualification approach followed for the South African qualification.

The following comparative information is provided in support of the NCVQ evaluation concluded:

NCVQ Level 2:

- Understanding of and contribution to the procurement system.
- Maintaining Service reliability requirements and supplier performance.
- Managing of the stock flow.
- Buying and acquisition and associated supplier identification/selection functions.
- Contribute to the identification of Inventories, demand forecasts and material requirements.
- Monitoring implementation and reconciliation of stock levels against requirements.

NCVQ Level 3:

- Gathering and presentation of information to contribute to policies and plans development.
- Monitoring and evaluation of supplier performance and continuity of supply.
- Negotiate supplier performance improvements.

- Contribute to, award and monitor and review contract delivery.
- Negotiate supplier performance improvements.
- Contribute to, award and monitor and review contract delivery.
- Provision of information and advice through to obtaining evaluation and recording of information.
- Establish and evaluate current and future supply requirements.
- Contribute to and implement inventory changes.
- Maintain stock records and identify and reconcile discrepancies.
- Controlling of stock records.
- Determine planning, inventory and materials requirements and capacity control, delivery requirements and production schedules.

#### NCVQ Level 4:

- Exchange information to solve problems and make decisions.
- Provide commercial input towards decision making.
- Develop the effectiveness of procurement operations.
- Initiate and implement change and improvements in systems.
- Determine marketing conditions, organisation position, market changes and competitiveness.
- Establish contract strategy and plan.
- Identify and evaluate contactors, establish an agreement and award the contract.
- Administer the contract, maintain supplier compliance, monitor progress and close the contract.
- Improve contract performance through review and improvements in contracting.
- Establish and maintain sourcing arrangements.
- Establish supplier status and negotiate improvements in supplier performance.
- Determine viability and status of suppliers.
- Establish and evaluate current and future requirements for supply.
- Plan and reconcile inventory and materials requirements and capacity.
- Define and establish production schedules, capacities, and delivery requirements.
- Capture and forecast demand and manage materials requirements.
- Determine inventory service levels.
- Personnel management related functions such as recruitment, development, and work/task planning.

#### National Certificate: WholeSale and Retail: Buying Planning NQF Level 5:

- Explain the buying and planning function in terms of the legislative and organisational context and requirements.
- Research and analyse local and international trends.
- Manage the supply of stock through the supply chain.
- Work as a project team member.
- Negotiate with suppliers.
- Source, evaluate and appoint suppliers.
- Comply with organisational ethics.
- Buy merchandise for re-sale.
- Import merchandise for re-sale.
- Research local and international trends.
- Analyse and respond to merchandise performance.
- Manage the financial performance of a range of merchandise.
- Research and analyse competitor strategies.
- Determine the target market.
- Apply financial practices.
- Propose a product range for resale.
- Determine selling prices of merchandise for re-sale.

- Allocate stock to stores.

The European Institute of Purchasing Management identifies the following main competence focus areas as included in the Certified, Advanced Purchasing Courses on entry and intermediate level:

- The role of purchasing in the organisation.
- Roles and function of key role-players.
- Methodologies to diagnose a purchasing portfolio.
- Market information and analysis to support purchasing decisions.
- Purchasing strategies.
- Functional definition of requirements (structured client base needs analysis).
- Costing and pricing.
- Consolidation of needs and suppliers.
- Supplier identification, assessment and supplier appointment.
- Supplier development and relationship management.
- Negotiation processes and techniques.
- Contract development.
- Management of a purchase portfolio.
- Purchasing best practices.

The focus is predominantly on shorter learning interventions rather than a full qualification approach as focus areas for learning are provided in three-week theoretical focus periods with workplace application requirements. The evaluation did however confirm good international alignment for the National Certificate Wholesale and Retail Buying Planning NQF Level 5. A management level is also identified but was not included in the comparison for obvious reasons.

The American Purchasing society certifies against three qualifications namely:

- The Foundational Associate Purchaser Qualification.
- The Certified Purchasing Professional Qualification.
- The Certified Professional Purchasing Manager Qualification.

Each lower level qualification becomes the entry-level requirement for the next qualification. The first two levels provided excellent opportunities for comparison in terms of content alignment.

The Foundational and Purchasing Professional qualification provided relevant information to enable international comparison and supports the content and approach followed in the South African qualification as a similar skills and competence focus is clearly identifiable in terms of:

- Understanding of the buying/purchasing function.
- Integrated supply chain management focus.
- Cost management and pricing skills.
- Negotiation skills.
- Need assessment.
- Market analysis.
- Supplier selection and performance management.
- Ethical conduct.
- Basic Legislative framework.

A lot of emphasis is placed on contracting-an area not presently incorporated in the NC Wholesale and Retail Buying Planning Level 5 qualification.

Conclusion:



The evaluation indicates clearly that there is good alignment in terms of areas of learning core and specialisation skills and competencies with the National Certificate Wholesale and Retail Buying Planning NQF Level 5 and American and European qualifications and training. A comparison with the NCVQ qualifications within the context of the UK Qualifications Framework, likewise supports the conclusion that the qualification is aligned to international best practices. Differences observed are mainly due to the integration of assistant buyer and buyer level but these are specifically aligned to the needs and requirements of the South African industry and sector.

### **ARTICULATION OPTIONS**

The qualification provides the following articulation opportunities:

#### **Horizontal Articulation:**

The qualification articulates horizontally with the following qualifications:

- National Certificate: Purchasing Management, NQF Level 5.
- ID 22154: National Certificate: Wholesale and Retail Operations Management, NQF Level 5.
- National Certificate: Inventory and Stores Management, NQF Level 5.

#### **Vertical Articulation:**

Vertical Articulation is possible with the following qualifications:

- National Diploma: Purchasing Management, NQF Level 6.

### **MODERATION OPTIONS**

• Anyone assessing a learner, or moderating the assessment of a learner, against this Qualification must be registered as an assessor or moderator with the relevant Education and Training Quality Assurance body (ETQA), or with an ETQA that has a Memorandum of Understanding (MOU) with the relevant ETQA.

• Any institution offering learning that will enable the achievement of this Qualification must be registered and accredited as a provider with the relevant ETQA, or with an ETQA that has an MOU with the relevant ETQA, in which event programme approval will be obtained from the relevant ETQA.

• Assessment and moderation of assessment will be overseen by the relevant ETQA according to the policies and guidelines for assessment and moderation of that ETQA, in terms of agreements reached around assessment and moderation between various ETQAs (including professional bodies), and in terms of the moderation guideline detailed immediately below.

• Moderation must include both internal and external moderation of assessments at all exit points of the Qualification, unless ETQA policies specify otherwise. Moderation should also encompass achievement of the competence described in the Exit Level Outcomes of the Qualification. The options as listed above provide the opportunity to ensure that assessment and moderation can be transparent, affordable, valid, reliable and non-discriminatory.

### **CRITERIA FOR THE REGISTRATION OF ASSESSORS**

- Assessors must be registered as assessors with a relevant ETQA or an ETQA that has a Memorandum of Understanding with the relevant ETQA.
- Assessors must be in possession of a relevant qualification in at a minimum of NQF Level 6.

### **NOTES**

**UNIT STANDARDS***This qualification is not based on Unit Standards.*

	ID	UNIT STANDARD TITLE	LEVEL	CREDITS
Fundamental	252042	Apply the principles of ethics to improve organisational culture	Level 5	5
Fundamental	252276	Explain the buying and planning functions in the wholesale and retail industry	Level 5	5
Core	252246	Analyse and respond to merchandise performance	Level 5	8
Core	252242	Determine an organisations target market	Level 5	9
Core	252251	Determine selling prices of merchandise for sale	Level 5	8
Core	252267	Negotiate with suppliers	Level 5	12
Core	252256	Propose a product range for a wholesale and retail outlet	Level 5	10
Core	252239	Research and analyse competitor strategies	Level 5	12
Elective	120379	Work as a project team member	Level 4	8
Elective	252252	Allocate stock to stores	Level 5	10
Elective	115821	Apply business financial practices	Level 5	4
Elective	252271	Buy merchandise for a wholesale and retail outlet	Level 5	15
Elective	252247	Import merchandise for a wholesale and retail outlet	Level 5	10
Elective	252270	Manage the financial performance of a range of merchandise	Level 5	15
Elective	252241	Manage the supply of stock through the supply chain	Level 5	4
Elective	252240	Research and analyse local and international consumer trends	Level 5	7
Elective	252238	Source suppliers	Level 5	10



## SOUTH AFRICAN QUALIFICATIONS AUTHORITY

**UNIT STANDARD:****Source suppliers**

SAQA US ID		UNIT STANDARD TITLE	
252238		Source suppliers	
ORIGINATOR		PROVIDER	
SGB Retail and Wholesale			
FIELD		SUBFIELD	
11 - Services		Wholesale and Retail	
ABET BAND	UNIT STANDARD TYPE	NQF LEVEL	CREDITS
Undefined	Regular	Level 5	10

**SPECIFIC OUTCOME 1**

Identify the factors influencing the choice of a supplier base.

**SPECIFIC OUTCOME 2**

Evaluate the supplier's ability to meet the requirements of an organisation.

**SPECIFIC OUTCOME 3**

Recommend suppliers of choice.

**QUALIFICATIONS UTILISING THIS UNIT STANDARD**

	ID	QUALIFICATION TITLE	LEVEL	STATUS	END DATE
Elective	59299	National Certificate: Wholesale and retail: Buying planning	Level 5	Draft - Prep for P Comment	



## SOUTH AFRICAN QUALIFICATIONS AUTHORITY

**UNIT STANDARD:*****Research and analyse competitor strategies***

<b>SAQA US ID</b>	<b>UNIT STANDARD TITLE</b>		
252239	Research and analyse competitor strategies		
<b>ORIGINATOR</b>	<b>PROVIDER</b>		
SGB Retail and Wholesale			
<b>FIELD</b>	<b>SUBFIELD</b>		
11 - Services	Wholesale and Retail		
<b>ABET BAND</b>	<b>UNIT STANDARD TYPE</b>	<b>NQF LEVEL</b>	<b>CREDITS</b>
Undefined	Regular	Level 5	12

**SPECIFIC OUTCOME 1**

Analyse own and competitor's ranges.

**SPECIFIC OUTCOME 2**

Compare the marketing strategies of competitor and own company.

**SPECIFIC OUTCOME 3**

Compare the pricing strategies of competitor and own company.

**SPECIFIC OUTCOME 4**

Compare the value added service strategies of competitor and own organisation.

**QUALIFICATIONS UTILISING THIS UNIT STANDARD**

	<b>ID</b>	<b>QUALIFICATION TITLE</b>	<b>LEVEL</b>	<b>STATUS</b>	<b>END DATE</b>
Core	59299	National Certificate: Wholesale and retail: Buying planning	Level 5	Draft - Prep for P Comment	



## SOUTH AFRICAN QUALIFICATIONS AUTHORITY

**UNIT STANDARD:*****Research and analyse local and international consumer trends***

<b>SAQA US ID</b>	<b>UNIT STANDARD TITLE</b>		
252240	Research and analyse local and international consumer trends		
<b>ORIGINATOR</b>		<b>PROVIDER</b>	
SGB Retail and Wholesale			
<b>FIELD</b>		<b>SUBFIELD</b>	
11 - Services		Wholesale and Retail	
<b>ABET BAND</b>	<b>UNIT STANDARD TYPE</b>	<b>NQF LEVEL</b>	<b>CREDITS</b>
Undefined	Regular	Level 5	7

**SPECIFIC OUTCOME 1**

Research international consumer and merchandise trends.

**SPECIFIC OUTCOME 2**

Research local consumer and merchandise trends.

**SPECIFIC OUTCOME 3**

Identify how these trends impact on a specific organisation.

**QUALIFICATIONS UTILISING THIS UNIT STANDARD**

	<b>ID</b>	<b>QUALIFICATION TITLE</b>	<b>LEVEL</b>	<b>STATUS</b>	<b>END DATE</b>
Elective	59299	National Certificate: Wholesale and retail: Buying planning	Level 5	Draft - Prep for P Comment	



## SOUTH AFRICAN QUALIFICATIONS AUTHORITY

**UNIT STANDARD:*****Manage the supply of stock through the supply chain***

<b>SAQA US ID</b>		<b>UNIT STANDARD TITLE</b>	
252241		Manage the supply of stock through the supply chain	
<b>ORIGINATOR</b>		<b>PROVIDER</b>	
SGB Retail and Wholesale			
<b>FIELD</b>		<b>SUBFIELD</b>	
11 - Services		Wholesale and Retail	
<b>ABET BAND</b>	<b>UNIT STANDARD TYPE</b>	<b>NQF LEVEL</b>	<b>CREDITS</b>
Undefined	Regular	Level 5	4

**SPECIFIC OUTCOME 1**

Identify the people involved in managing the flow of stock through the supply chain.

**SPECIFIC OUTCOME 2**

Manage the flow of stock through the supply chain.

**SPECIFIC OUTCOME 3**

Evaluate the performance of suppliers in terms of the flow of their stock through the supply chain.

**QUALIFICATIONS UTILISING THIS UNIT STANDARD**

	<b>ID</b>	<b>QUALIFICATION TITLE</b>	<b>LEVEL</b>	<b>STATUS</b>	<b>END DATE</b>
Elective	59299	National Certificate: Wholesale and retail: Buying planning	Level 5	Draft - Prep for P Comment	



## SOUTH AFRICAN QUALIFICATIONS AUTHORITY

**UNIT STANDARD:*****Determine an organisations target market***

SAQA US ID		UNIT STANDARD TITLE	
252242		Determine an organisations target market	
ORIGINATOR		PROVIDER	
SGB Retail and Wholesale			
FIELD		SUBFIELD	
11 - Services		Wholesale and Retail	
ABET BAND	UNIT STANDARD TYPE	NQF LEVEL	CREDITS
Undefined	Regular	Level 5	9

**SPECIFIC OUTCOME 1**

Explain the methodology of customer categorising.

**SPECIFIC OUTCOME 2**

Explain the impact of various factors on the behaviour of customers.

**SPECIFIC OUTCOME 3**

Evaluate the product and marketing strategy of the organisation.

**QUALIFICATIONS UTILISING THIS UNIT STANDARD**

	<b>ID</b>	<b>QUALIFICATION TITLE</b>	<b>LEVEL</b>	<b>STATUS</b>	<b>END DATE</b>
Core	59299	National Certificate: Wholesale and retail: Buying planning	Level 5	Draft - Prep for P Comment	



## SOUTH AFRICAN QUALIFICATIONS AUTHORITY

**UNIT STANDARD:****Analyse and respond to merchandise performance**

SAQA US ID		UNIT STANDARD TITLE	
252246		Analyse and respond to merchandise performance	
ORIGINATOR		PROVIDER	
SGB Retail and Wholesale			
FIELD		SUBFIELD	
11 - Services		Wholesale and Retail	
ABET BAND	UNIT STANDARD TYPE	NQF LEVEL	CREDITS
Undefined	Regular	Level 5	8

**SPECIFIC OUTCOME 1**

Analyse merchandise performance.

**SPECIFIC OUTCOME 2**

Evaluate actual performance against performance forecasts for product ranges in the organisation.

**SPECIFIC OUTCOME 3**

Respond to merchandising analysis in the organisation.

**QUALIFICATIONS UTILISING THIS UNIT STANDARD**

	ID	QUALIFICATION TITLE	LEVEL	STATUS	END DATE
Core	59299	National Certificate: Wholesale and retail: Buying planning	Level 5	Draft - Prep for P Comment	





## SOUTH AFRICAN QUALIFICATIONS AUTHORITY

**UNIT STANDARD:*****Import merchandise for a wholesale and retail outlet***

SAQA US ID		UNIT STANDARD TITLE	
252247		Import merchandise for a wholesale and retail outlet	
ORIGINATOR		PROVIDER	
SGB Retail and Wholesale			
FIELD		SUBFIELD	
11 - Services		Wholesale and Retail	
ABET BAND	UNIT STANDARD TYPE	NQF LEVEL	CREDITS
Undefined	Regular	Level 5	10

**SPECIFIC OUTCOME 1**

Explain the legislative and financial impact of importing of goods as it applies to the Wholesale and Retail sector.

**SPECIFIC OUTCOME 2**

Compare the impact of local and international buying as it applies to the organisation.

**SPECIFIC OUTCOME 3**

Analyse import procedures.

**QUALIFICATIONS UTILISING THIS UNIT STANDARD**

	<b>ID</b>	<b>QUALIFICATION TITLE</b>	<b>LEVEL</b>	<b>STATUS</b>	<b>END DATE</b>
Elective	59299	National Certificate: Wholesale and retail: Buying planning	Level 5	Draft - Prep for P Comment	



## SOUTH AFRICAN QUALIFICATIONS AUTHORITY

**UNIT STANDARD:*****Determine selling prices of merchandise for sale***

SAQA US ID		UNIT STANDARD TITLE	
252251		Determine selling prices of merchandise for sale	
ORIGINATOR		PROVIDER	
SGB Retail and Wholesale			
FIELD		SUBFIELD	
11 - Services		Wholesale and Retail	
ABET BAND	UNIT STANDARD TYPE	NQF LEVEL	CREDITS
Undefined	Regular	Level 5	8

**SPECIFIC OUTCOME 1**

Explain the economic factors that impact on the selling price.

**SPECIFIC OUTCOME 2**

Explain other factors impacting on the selling price.

**SPECIFIC OUTCOME 3**

Calculate selling price.

**QUALIFICATIONS UTILISING THIS UNIT STANDARD**

	ID	QUALIFICATION TITLE	LEVEL	STATUS	END DATE
Core	59299	National Certificate: Wholesale and retail: Buying planning	Level 5	Draft - Prep for P Comment	



## SOUTH AFRICAN QUALIFICATIONS AUTHORITY

**UNIT STANDARD:*****Allocate stock to stores***

SAQA US ID	UNIT STANDARD TITLE		
252252	Allocate stock to stores		
ORIGINATOR		PROVIDER	
SGB Retail and Wholesale			
FIELD	SUBFIELD		
11 - Services	Wholesale and Retail		
ABET BAND	UNIT STANDARD TYPE	NQF LEVEL	CREDITS
Undefined	Regular	Level 5	10

**SPECIFIC OUTCOME 1**

Explain organisations policies and procedures relating to the allocation of stock to stores.

**SPECIFIC OUTCOME 2**

Allocate stock to stores.

**SPECIFIC OUTCOME 3**

Evaluate stock allocation.

**QUALIFICATIONS UTILISING THIS UNIT STANDARD**

	<b>ID</b>	<b>QUALIFICATION TITLE</b>	<b>LEVEL</b>	<b>STATUS</b>	<b>END DATE</b>
Elective	59299	National Certificate: Wholesale and retail: Buying planning	Level 5	Draft - Prep for P Comment	



## SOUTH AFRICAN QUALIFICATIONS AUTHORITY

**UNIT STANDARD:*****Propose a product range for a wholesale and retail outlet***

<b>SAQA US ID</b>		<b>UNIT STANDARD TITLE</b>	
252256		Propose a product range for a wholesale and retail outlet	
<b>ORIGINATOR</b>		<b>PROVIDER</b>	
SGB Retail and Wholesale			
<b>FIELD</b>		<b>SUBFIELD</b>	
11 - Services		Wholesale and Retail	
<b>ABET BAND</b>	<b>UNIT STANDARD TYPE</b>	<b>NQF LEVEL</b>	<b>CREDITS</b>
Undefined	Regular	Level 5	10

**SPECIFIC OUTCOME 1**

Identify the factors impacting on range and product selection.

**SPECIFIC OUTCOME 2**

Select products from a product range.

**SPECIFIC OUTCOME 3**

Review a range.

**QUALIFICATIONS UTILISING THIS UNIT STANDARD**

	<b>ID</b>	<b>QUALIFICATION TITLE</b>	<b>LEVEL</b>	<b>STATUS</b>	<b>END DATE</b>
Core	59299	National Certificate: Wholesale and retail: Buying planning	Level 5	Draft - Prep for P Comment	



## SOUTH AFRICAN QUALIFICATIONS AUTHORITY

**UNIT STANDARD:*****Negotiate with suppliers***

<b>SAQA US ID</b>	<b>UNIT STANDARD TITLE</b>		
252267	Negotiate with suppliers		
<b>ORIGINATOR</b>		<b>PROVIDER</b>	
SGB Retail and Wholesale			
<b>FIELD</b>		<b>SUBFIELD</b>	
11 - Services		Wholesale and Retail	
<b>ABET BAND</b>	<b>UNIT STANDARD TYPE</b>	<b>NQF LEVEL</b>	<b>CREDITS</b>
Undefined	Regular	Level 5	12

**SPECIFIC OUTCOME 1**

Describe processes &amp; principles used when negotiating with suppliers

**SPECIFIC OUTCOME 2**

Plan to negotiate with the suppliers.

**SPECIFIC OUTCOME 3**

Negotiate with the suppliers.

**SPECIFIC OUTCOME 4**

Review negotiation with the suppliers.

**QUALIFICATIONS UTILISING THIS UNIT STANDARD**

	<b>ID</b>	<b>QUALIFICATION TITLE</b>	<b>LEVEL</b>	<b>STATUS</b>	<b>END DATE</b>
Core	59299	National Certificate: Wholesale and retail: Buying planning	Level 5	Draft - Prep for P Comment	



## SOUTH AFRICAN QUALIFICATIONS AUTHORITY

**UNIT STANDARD:*****Manage the financial performance of a range of merchandise***

<b>SAQA US ID</b>	<b>UNIT STANDARD TITLE</b>		
252270	Manage the financial performance of a range of merchandise		
<b>ORIGINATOR</b>	<b>PROVIDER</b>		
SGB Retail and Wholesale			
<b>FIELD</b>	<b>SUBFIELD</b>		
11 - Services	Wholesale and Retail		
<b>ABET BAND</b>	<b>UNIT STANDARD TYPE</b>	<b>NQF LEVEL</b>	<b>CREDITS</b>
Undefined	Regular	Level 5	15

**SPECIFIC OUTCOME 1**

Produce a financial budget for a range of merchandise to support a merchandise strategy.

**SPECIFIC OUTCOME 2**

Monitor the performance of a range of merchandise.

**SPECIFIC OUTCOME 3**

Recommend action required to improve performance.

**QUALIFICATIONS UTILISING THIS UNIT STANDARD**

	<b>ID</b>	<b>QUALIFICATION TITLE</b>	<b>LEVEL</b>	<b>STATUS</b>	<b>END DATE</b>
Elective	59299	National Certificate: Wholesale and retail: Buying planning	Level 5	Draft - Prep for P Comment	



## SOUTH AFRICAN QUALIFICATIONS AUTHORITY

## UNIT STANDARD:

*Buy merchandise for a wholesale and retail outlet*

SAQA US ID	UNIT STANDARD TITLE		
252271	Buy merchandise for a wholesale and retail outlet		
ORIGINATOR	PROVIDER		
SGB Retail and Wholesale			
FIELD	SUBFIELD		
11 - Services	Wholesale and Retail		
ABET BAND	UNIT STANDARD TYPE	NQF LEVEL	CREDITS
Undefined	Regular	Level 5	15

**SPECIFIC OUTCOME 1**

Explain the buying policies as it applies to the operational environment.

**SPECIFIC OUTCOME 2**

Identify products for purchasing from the prescribed product range as it applies to an organisation.

**SPECIFIC OUTCOME 3**

Choose the most appropriate Supplier for the product.

**SPECIFIC OUTCOME 4**

Buy products and maintain buying records.

**QUALIFICATIONS UTILISING THIS UNIT STANDARD**

	ID	QUALIFICATION TITLE	LEVEL	STATUS	END DATE
Elective	59299	National Certificate: Wholesale and retail: Buying planning	Level 5	Draft - Prep for P Comment	



## SOUTH AFRICAN QUALIFICATIONS AUTHORITY

**UNIT STANDARD:***Explain the buying and planning functions in the wholesale and retail industry*

SAQA US ID	UNIT STANDARD TITLE		
252276	Explain the buying and planning functions in the wholesale and retail industry		
ORIGINATOR		PROVIDER	
SGB Retail and Wholesale			
FIELD		SUBFIELD	
11 - Services		Wholesale and Retail	
ABET BAND	UNIT STANDARD TYPE	NQF LEVEL	CREDITS
Undefined	Regular	Level 5	5

**SPECIFIC OUTCOME 1**

Identify and describe the buying cycle as it applies to an organisation.

**SPECIFIC OUTCOME 2**

Identify the roles of role players in the buying cycle as it applies to the organisation.

**SPECIFIC OUTCOME 3**

Explain the effect of the external factors and trends on the buying &amp; planning function as it applies to the organisation.

**SPECIFIC OUTCOME 4**

Describe the impact of the buying and planning function in the organisation.

**QUALIFICATIONS UTILISING THIS UNIT STANDARD**

	ID	QUALIFICATION TITLE	LEVEL	STATUS	END DATE
Fundamental	59299	National Certificate: Wholesale and retail: Buying planning	Level 5	Draft - Prep for P Comment	