**TSC Category** | Business Management
---|---
**TSC** | Merchandise Buying
**TSC Description** | Design and implement merchandise buying plans according to market and consumer trends, merchandise ranges, stock levels and sources of supply.

<table>
<thead>
<tr>
<th>TSC Proficiency Description</th>
<th>Level 1</th>
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<td>Analyse and monitor merchandise ranges and sources of supply and contribute to the decision-making processes within merchandise buying plan</td>
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<tr>
<td>Develop and implement merchandise buying plan according to market and consumer trends</td>
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**Knowledge**

- Types of retail positioning
- Types of retail formats
- Advantages of alignment of retail business formats and retail positioning
- Advantages of merchandising strategies pertaining to pricing, products, branding, product ranges and assortments
- Importance of segmenting target markets
- Key considerations for consumer behaviours

- Types of retail positioning
- Types of retail formats
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**Abilities**

- Implement the merchandise buying plan
- Maintain relationships with suppliers to ensure timely delivery, accuracy of order fulfilment, follow-up on new product launches, marketing and promotional activities
- Resolve operational issues raised by store operations, supply chains (warehousing and delivery) and suppliers
- Collate data about the merchandise buying budgets and supplier performance against the performance metrics

- Develop buying plan in accordance with category management plans and/or merchandising buying
- Manage and negotiate with suppliers on product costing for normal promotions, delivery terms, new product launches, marketing and promotional activities
- Manage merchandise buying budgets
- Liaise with marketing department for promotional activities
- Determine required stock levels according to peak

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<thead>
<tr>
<th>plants</th>
<th>trees</th>
<th>shrubs</th>
<th>seasons, special events and supplier lead time. Adjust merchandise ranges and sources of supply according to required stock levels</th>
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