### TSC Category
Business Management

### TSC
Merchandise Performance Analysis

### TSC Description
Develop processes to analyse profit performance of merchandise, evaluate trends of profitability and identify opportunities to adjust range of merchandise

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<th>TSC Proficiency Description</th>
<th>Level 1</th>
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<td>TOU-RSC-4003-1.1-1</td>
<td>TOU-RSC-5003-1.1-1</td>
<td>Implement product mix assessment checks against various factors such as merchandise budgets and sales targets, identify opportunities to improve sales for product range and/or product categories</td>
<td>Level 1 proficiency: TOU-RSC-4003-1.1-1</td>
<td>Level 2 proficiency: TOU-RSC-5003-1.1-1</td>
<td>Level 5 proficiency: Drive product mix assessments against merchandise budgets and sales targets</td>
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- Merchandise strategies and plans
- Features of an effective merchandising plan
- Framework for merchandise performance analysis
- Methods to calculate overall selling space contributions
- Statistical modelling and data-mining techniques
- Supplier selection criteria
- Trends on products and merchandise consumption
- Mark-ups, margins and retail price computations
- Innovations in sales tracking systems and technologies
- Effective supplier management techniques
- Single Keeping Unit (SKU) approach to merchandise performance management
- Organisational objectives and business strategies
- Merchandise strategies and plans
- Features of an effective merchandising plan
- Framework for merchandise performance analysis
- Mark-ups, margins and retail price computations
- Supplier selection criteria
- Statistical modelling and data-mining techniques
- Manage product range performance assessment
- Establish systems or frameworks to conduct
| checks against budgets and targets | Evaluate opportunities to adjust merchandise ranges to improve sales | Calculate or estimate overall selling space contributions according to store merchandising plans and category marketing plans | product range assessment checks against merchandise budgets and sales targets | Use Single Keeping Unit (SKU) approach to determine possible strategies for addressing product performance issues | Lead discussion with suppliers during product range and/or product categories reviews |