

	Unit ID: 2119
Domain	WHOLESALE AND RETAIL FRONTLINE SUPERVISION
Title:	Explain the factors that impact on the bottom line of a Wholesale and Retail unit
Level: 3	Credits: 10

Purpose

This unit standard is intended for those who explain the factors that impact on the bottom line of a Wholesale and Retail unit. People credited with this unit standard are able to explain the relationship between the bottom line of a business and the factors that will impact on it, explain how net profit is arrived at in an operational unit, and explain how own job can impact on the bottom line of a business.

This unit standard is intended for people who carry out work in the wholesale and retail operations.

Special Notes

1. Entry information:
Prerequisite:
None
2. This unit standard is to be delivered and assessed in the context of Wholesale & Retail operations and should be assessed in conjunction with other relevant technical unit standards selected from this domain.
3. Assessment evidence may be collected from a real workplace, or simulated workplace in which wholesale and retail functions are carried out.
4. Regulations and legislation relevant to this unit standard include the following:
 - Labour Act, No. 11 of 2007
 - Occupational Health and Safety Regulations relating to employees at work schedule 1(1) Act 11 of 2007, Regulation No. 156, 1992)

Quality Assurance Requirements

This unit standard and others within this subfield may be awarded by institutions which meet the accreditation requirements set by the Namibia Qualifications Authority and the Namibia Training Authority and which comply with the national assessment and moderation requirements. Details of specific accreditation requirements and the national assessment arrangements are available from the Namibia Qualifications Authority and the Namibia Training Authority on www.nta.com.na.

Elements and Performance Criteria

Element 1: Explain the relationship between the bottom line of a business and the factors that will impact on it

Range

Personal traits include but are not limited to communication skills, tidiness, courtesy, assertiveness, helpfulness.

Performance Criteria

- 1.1 Meaning of bottom line is explained.
- 1.2 Influence that staff's personal traits and behaviour on a business unit is explained.
- 1.3 Influence of product ranges on a business unit is explained.
- 1.4 Influence that margin products have on a business unit is explained.
- 1.5 Influence that the pricing of products has on a business unit is explained.
- 1.6 Impact of stock cash flow on the bottom line of the business is explained.

Element 2: Explain net profit in an operational unit

Range

Factors may include, but are not limited to Product mix, Shrinkage, Mark Down and Cost of Goods Sold.

Performance Criteria

- 2.1 Difference between Gross and Net Profit is explained.
- 2.2 Expenses are explained as they apply to the organisation.
- 2.3 Factors impacting on Gross Profit margin are explained as they apply to the organisation.
- 2.4 Gross Profit of a business is calculated and explained as it applies to the organisation.
- 2.5 Net Profit of a business is calculated and explained as it applies to the organisation.

Element 3: Explain impact of own job on the bottom line of a business

Performance Criteria

- 3.1 Own area of responsibility's impact on sales, expenses, and shrinkage and losses is explained.
- 4.2 Impact that own job has on service delivery to customers is explained.
- 3.3 Impact that own job has on the marketing and promotional activity of the business is explained.
- 3.4 Impact that own productivity has on the bottom line of a business is explained.

Registration Data

Subfield:	Wholesale and Retail
Date first registered:	14 March 2019
Date this version registered:	14 March 2019
Anticipated review:	2024
Body responsible for review:	Namibia Training Authority

