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## MODULE DESCRIPTOR

### Module Title

Financial Merchandising For Fashion

Reference	BS3193	Version	5
Created	April 2018	SCQF Level	SCQF 9
Approved	June 2018	SCQF Points	15
Amended	June 2018	ECTS Points	7.5

### Aims of Module

To enable the student to operate a financial merchandising sales, stock and forecasting system which will allow analysis and reporting at a senior management level in a multiple retailer organisation.

### Learning Outcomes for Module

On completion of this module, students are expected to be able to:

- 1 Produce a sales, stock and forecasting system used by a typical multiple retailer.
- 2 Create realistic sales performance reports suitable for presentation to a senior management team.
- 3 Evaluate the sales analysis techniques utilised in practical decision-making in the retail environment.

### Indicative Module Content

Distribution supply chain including delivery schedules, financial forecasting, range planning, merchandise planning, branch planning, weekly sales and stock indicator reports at department, category and line level. Retail analysis, mark-down management, stock allocation administration, multiple retailer, key performance indicators, product profiles, distribution profiles, continuity and seasonal merchandise, budgets, open to buy.

### Module Delivery

Key concepts are introduced and illustrated through lectures and directed reading. The students' understanding is further enhanced through student centred learning exercises, workshop tutorials and computer laboratories sessions. In the computer laboratories the students will progress through a simulation exercise relating to the live retail environment.

### Indicative Student Workload

	Full Time	Part Time
Contact Hours	32	32
Non-Contact Hours	118	118
Placement/Work-Based Learning Experience [Notional] Hours	N/A	N/A
TOTAL	150	150
<i>Actual Placement hours for professional, statutory or regulatory body</i>		

**ASSESSMENT PLAN**

If a major/minor model is used and box is ticked, % weightings below are indicative only.

**Component 1**

Type: Coursework Weighting: 30% Outcomes Assessed: 1  
 Description: Individual Practical Assessment

**Component 2**

Type: Coursework Weighting: 70% Outcomes Assessed: 2, 3  
 Description: Individual Written Report

**MODULE PERFORMANCE DESCRIPTOR****Explanatory Text**

The Module is assessed by two components: C1 - Coursework - 30% weighting. C2 - Coursework - 70% weighting. Module Pass Mark = Grade D (40%)

Module Grade	Minimum Requirements to achieve Module Grade:
<b>A</b>	At least 70% on weighted aggregate and at least 35% in each component
<b>B</b>	At least 60% on weighted aggregate and at least 35% in each component
<b>C</b>	At least 50% on weighted aggregate and at least 35% in each component
<b>D</b>	At least 40% on weighted aggregate and at least 35% in each component
<b>E</b>	At least 35% on weighted aggregate
<b>F</b>	Less than 35% on weighted aggregate
<b>NS</b>	Non-submission of work by published deadline or non-attendance for examination

**Module Requirements**

Prerequisites for Module	None.
Corequisites for module	None necessary
Precluded Modules	None necessary

**INDICATIVE BIBLIOGRAPHY**

- 1 CLARK, J., 2015. *Fashion Merchandising: Principles and Practice*. London: Palgrave Macmillan.
- 2 GUTHRIE, K.M., 2009. *Perry's department store: a buying simulation for juniors, menswear, childrens wear and home fashion/giftware*. 3rd ed. New York: Fairchild.
- 3 LEVY, M. and WEITZ, B., 2012. *Retailing management*. 8th ed. New York: McGraw-Hill/Irwin.
- 4 EASTERLING, C. et al., 2012. *Merchandising mathematics for retailing*. 5th ed. Upper Saddle River, N.J.: Pearson/Prentice Hall.