

## MODULE DESCRIPTOR

### Module Title

Financial Merchandising For Fashion

Reference	CB3193	Version	3
Created	February 2024	SCQF Level	SCQF 9
Approved	June 2018	SCQF Points	15
Amended	April 2024	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

The Financial Merchandising for Fashion module provides the student with a variety of key skills pertinent to the successful analysis and planning required by merchandisers and buyers in the fashion retail sector. Students will learn the importance of financial forecasting, range planning, and understand weekly sales and stock indicator reports at department, category, and line level. Additional elements of the module focus on supply chain distribution, retail analysis, mark-down management, stock allocation administration, seasonal budgets and open-to-buy planning. The module engages students with UNESCO's Education for Sustainable Development anticipatory competencies, by providing them with the ability to understand and evaluate multiple futures - possible, probable, and desirable and in turn, will allow students to assess the consequences of actions, and to deal with risk and changes.

### 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	N/A
Non-Contact Hours	118	N/A
Placement/Work-Based Learning Experience [Notional] Hours	N/A	N/A
TOTAL	150	N/A
<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:	100%	Outcomes Assessed:	1, 2, 3
Description:	Individual Portfolio Assessment				

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

The calculation of the overall grade for this module is based on 100% weighting of C1. An overall minimum grade D is required to pass the module.

Module Grade	Minimum Requirements to achieve Module Grade:
<b>A</b>	The student needs to achieve an A in C1.
<b>B</b>	The student needs to achieve a B in C1.
<b>C</b>	The student needs to achieve a C in C1.
<b>D</b>	The student needs to achieve a D in C1.
<b>E</b>	The student needs to achieve an E in C1.
<b>F</b>	The student needs to achieve a F in C1.
<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.