

<b>Title</b>	<b>Understand how to maximise sales of food products in a retail environment</b>				
<b>Ofqual unit ref</b>	<b>R/601/5292</b>				
<b>Level</b>	<b>3</b>	<b>Credit value</b>	<b>3</b>	<b>GLH</b>	<b>24</b>
<b>Learning Outcomes</b>			<b>Assessment Criteria</b>		
The learner will:			The learner can:		
1 Know how to confirm with required standards for displaying goods			1.1 Explain why it is important to check the accuracy and legal probity of information and how to check this information		
			1.2 Detail rights, duties and responsibilities relating to the Sale of Goods Act		
			1.3 Define the organisation's display standards		
			1.4 Explain the advantages and disadvantages of different price marking methods		
			1.5 Describe the types of product to which different price marking methods are appropriate, and how to implement them		
			1.6 Explain pricing policy and price changes and sources of information on prices		
			1.7 Define the legal requirements to be met in pricing goods for sale		
2 Know how to deal with problems in displaying goods			2.1 . Explain why it is important to take corrective action promptly when problems with pricing are identified		
			2.2 . Describe the causes of stock deterioration and damage and how these impact upon products		
			2.3 . Explain procedures for: <ul style="list-style-type: none"> <li>• stock replenishment</li> <li>• stock rotation</li> <li>• stock monitoring</li> <li>• dealing with sub-standard goods</li> </ul>		
3 Know how to assess and monitor displays			3.1 Explain how to collect, collate, record and monitor pricing information and why it is important to do this		
			3.2 Describe how to select and implement appropriate assessment methods for the promotion/display and why this is important		

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3 Know how to assess and monitor displays	3.3 Describe how to keep records and why it is important to do this	
Unit purpose and aim(s)	<p>This unit is designed to assess the knowledge and understanding of learners in the workplace context, when maximising sales of food products in a retail environment. It can be assessed on or off the job. The learner must demonstrate their current knowledge and understanding, to meet all assessment criteria. Assessment methods appropriate to the needs of the learner must be used to generate satisfactory evidence of knowledge and understanding. The Improve Assessment Strategy for Proficiency Qualifications in Food and Drink sets out the overarching assessment requirements.</p>	