

## Retail Business Principal Learning Structure

*\* please note that these are working unit titles at the time of printing and are subject to change*

Level 1			
All units are compulsory.			
		GLH	Assessment
Unit 1	An Introduction to Retail	30	External
Unit 2	Exploring Enterprise in Retail Businesses	60	Internal
Unit 3	Introducing the Retail Supply Chain	30	Internal
Unit 4	Introducing the Retail Outlet	60	Internal
Unit 5	Introduction to Customer Service in Retail Businesses	30	Internal
Unit 6	Introduction to Retail Selling	30	Internal

Level 2			
All units are compulsory.			
		GLH	Assessment
Unit 1	Exploring Retail	60	External
Unit 2	Exploring Retail Channels	60	Internal
Unit 3	Sourcing and Buying for Product Ranges of Retail Businesses	60	Internal
Unit 4	Exploring the Retail Supply Chain	60	Internal
Unit 5	Planning the Operation of Retail Outlets	30	Internal
Unit 6	Stock Control in Retail Businesses	30	Internal
Unit 7	Customer Service in Retail Businesses	30	Internal
Unit 8	Selling in Retail Businesses	60	Internal
Unit 9	Retail Theatre	30	Internal

Level 3

All units are compulsory.

		GLH	Assessment
Unit 1	Examining the world of retail	60	External
Unit 2	Developing retail channels	90	Internal
Unit 3	Buying Practices of Retail Businesses	60	Internal
Unit 4	Retail Supply Chain Management and Logistics	90	Internal
Unit 5	Marketing in Retail Businesses	60	External
Unit 6	Merchandising in Retail Business	60	Internal
Unit 7	Management of Sales in Retail	60	Internal
Unit 8	Visual Merchandising in Retail Business	60	Internal

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