

Diploma of Retail Merchandise Management

2024-2025  VIRTUAL Group 3 Course Dates

Designed for Retail Buyers & Merchandise Planners

Course Start

1.COURSE INTRODUCTION Introduction to the course work and discussions relating to expectations, assessment submission, assessment grading and outcomes. Course administration and navigation through the online learning platform.	To be organized for individual students	7.NEGOTIATE & ESTABLISH A SUPPLY ARRANGEMENT (SIRRM007) Learn to negotiate, evaluate and formalise agreements with suppliers. Develop skills to determine supplier suitability and establish agreed terms of supply.	19th June 2025 9:30am – 4:30pm
2.DEVELOP A MERCHANDISE STRATEGY (SIRRM002) Research and critically evaluate factors impacting merchandise strategy and evaluate its effectiveness to develop a profitable merchandise strategy.	14th November 2024 9:30am – 4:30pm (VIC time for all sessions)	8.DEVELOP A MERCHANDISE PROMOTIONAL PLAN (SIRRM008) Develop a merchandise promotional plan that supports merchandise performance. Schedule promotional activities that align to a merchandise strategy.	17th July 2025 9:30am – 4:30pm
3.CONDUCT A POST TRADE ANALYSIS (SIRRM003) Analyse post trade information to draw insights and conclusions. Learn retail mathematics to make recommendations for improved merchandise performance.	23rd January 2025 9:30am – 4:30pm	9.PLAN MERCHANDISE BUYING TRIPS (SIRRM009) Plan buying trips for the purpose of sourcing new product, materials or suppliers. Develop trip itinerary, key activities and identify product opportunities.	21st August 2025 9:30am – 4:30pm
4.DEVELOP A MERCHANDISE FINANCIAL PLAN (SIRRM004) Develop skills and knowledge to understand how financial decisions are made in the merchandise function and the implications of the merchandise function.	20th February 2025 9:30am – 4:30pm	10.PLAN PRODUCT DEVELOPMENT (SIRRM010) Plan the development of new retail products. Learn to generate product ideas suitable for a defined marketplace and prepare a design brief for production.	18th September 2025 9:30am – 4:30pm
5.DEVELOP A CATEGORY FINANCIAL PLAN (SIRRM005) Undertake merchandise financial planning at the category and subcategory level for a retail organisation. Review merchandise plans and product categories.	20th March 2025 9:30am – 4:30pm	11.MANAGE MERCHANDISE QUALITY & COMPLIANCE (SIRRM011) Develop skills to review quality and compliance standards, ensure products meet requirements and take action to address quality and compliance issues.	16th October 2025 9:30am – 4:30pm
6.PLAN A MERCHANDISE PRODUCT RANGE (SIRRM006) Develop a commercially viable range of retail merchandise that reflects an established merchandise category financial plan and merchandise strategy.	17th April 2025 9:30am – 4:30pm	12.DEVELOP AN ECOMMERCE STRATEGY (SIRXSTR001) Analyse and evaluate trends in ecommerce to develop an effective ecommerce strategy. Develop digital content across digital platforms for the online sale of products or services.	13th November 2025 9:30am – 4:30pm
Catch Up Session 01	15th May 2025 9:30am – 4:30pm	Catch Up Session 02 (Course End)	11th December 2025 9:30am – 4:30pm

Contact Us:

Email: training@retail.org.au | Phone: **1300 368 041** and select **Option 5**.