

LAPT

LONDON ACADEMY OF PROFESSIONAL TRAINING

CERTIFICATE

Adv Certificate in Fashion Buying & Merchandising

Practitioner Level



LAPT — London Academy of Professional Training

Address 85 Great Portland Street, W1W 7LT, London, United Kingdom

Email info@lapt.org

Telephone +44 7513 283044

Web lapt.org

Reference FS-FBM-P • Fashion Centres

UKPRN 10067351 • Registered in England and Wales, company 4984798

AT A GLANCE

REFERENCE	FS-FBM-P
AWARD	Certificate
ASSESSMENT	440 marks — 264 to pass (60%)
PREREQUISITES	None
VALIDITY	Lifetime
AWARDING BODY	LAPT — London Academy of Professional Training

CURRICULUM

1 Financial Management in Fashion 5 chapters · 30 classes 65 marks	
• 1 Principles of Financial Management in Fashion — 6 classes › 1.1 Understanding the Basics of Financial Management in Fashion › 1.2 Analyzing Cost Structures in the Fashion Industry › 1.3 Exploring Revenue Streams in Fashion Business › 1.4 Managing Cash Flow and Budgeting in Fashion › 1.5 Evaluating Financial Performance of Fashion Brands › 1.6 Applying Financial Strategies in Fashion Buying and Merchandising • 2 Budgeting and Forecasting for Fashion — 6 classes › 2.1 Understanding Budgeting in Fashion: Key Concepts and Terminology › 2.2 Analyzing Historical Data: Building a Foundation for Accurate Forecasts › 2.3 Crafting a Fashion Budget: Steps and Considerations › 2.4 Implementing Forecasting Techniques: Predict Fashion Trends and Sales › 2.5 Monitoring Budgets: Tools and Strategies for Fashion Brands › 2.6 Revising Budgets and Forecasts: Best Practices for Adaptation in Fashion • 3 Cost Structures and Pricing Strategies — 6 classes › 3.1 Understanding Cost Structures in Fashion › 3.2 Identifying Variable and Fixed Costs › 3.3 Analyzing Break-Even Points in Fashion Retail › 3.4 Exploring Pricing Strategies in the Fashion Industry › 3.5 Implementing Dynamic Pricing Models › 3.6 Evaluating Pricing Strategy Effectiveness	• 4 Financial Analysis and Performance Metrics — 6 classes › 4.1 Understanding Financial Statements in Fashion Retail › 4.2 Analyzing Profit Margins and Cost Structures › 4.3 Evaluating Return on Investment for Fashion Products › 4.4 Assessing Liquidity and Solvency in Fashion Businesses › 4.5 Utilizing Key Performance Indicators (KPIs) for Fashion › 4.6 Applying Financial Ratios to Improve Decision-Making • 5 Risk Management and Financial Compliance — 6 classes › 5.1 Understanding Risk in Fashion Finance › 5.2 Identifying Financial Risks in Fashion Markets › 5.3 Evaluating Risk Management Strategies for Fashion Businesses › 5.4 Implementing Compliance Controls in Financial Operations › 5.5 Monitoring Compliance with Financial Regulations in Fashion › 5.6 Applying Risk Assessment Tools to Fashion Financial Management

• 1 Understanding Inventory Management Fundamentals in Fashion

— 6 classes

- › 1.1 Identifying Key Concepts of Inventory Management
- › 1.2 Exploring Types of Fashion Inventory
- › 1.3 Analyzing Inventory Turnover Ratios
- › 1.4 Assessing the Impact of Seasonality on Inventory
- › 1.5 Implementing Inventory Tracking Technologies
- › 1.6 Developing Inventory Optimization Strategies

• 2 Inventory Planning and Forecasting Techniques — 6 classes

- › 2.1 Understanding Inventory Planning Fundamentals
- › 2.2 Analyzing Demand Patterns and Trends
- › 2.3 Utilizing Forecasting Tools and Technologies
- › 2.4 Developing Accurate Inventory Forecasts
- › 2.5 Implementing Inventory Control Methods
- › 2.6 Evaluating and Adjusting Inventory Plans

• 3 Efficient Inventory Control and Stock Optimization — 6 classes

- › 3.1 Understanding Inventory Control Principles
- › 3.2 Analyzing Inventory Turnover Rates
- › 3.3 Implementing Stock Replenishment Strategies
- › 3.4 Utilizing Technology for Inventory Optimization
- › 3.5 Evaluating Demand Forecasting Techniques
- › 3.6 Applying Just-in-Time Inventory Methods

• 4 Technology and Tools in Fashion Inventory Management — 6

classes

- › 4.1 Exploring Digital Systems in Fashion Inventory Management
- › 4.2 Understanding Inventory Tracking Software
- › 4.3 Implementing RFID Technology for Accurate Inventory Control
- › 4.4 Analyzing Data with Fashion Inventory Management Tools
- › 4.5 Enhancing Decision Making with Predictive Analytics
- › 4.6 Integrating Automation for Efficient Inventory Processes

• 5 Ethical and Sustainable Inventory Practices — 6 classes

- › 5.1 Understanding Ethical Inventory Practices
- › 5.2 Exploring Sustainability in Inventory Management
- › 5.3 Analyzing the Impact of Unethical Inventory Decisions
- › 5.4 Implementing Sustainable Sourcing Strategies
- › 5.5 Assessing Supplier Compliance with Ethical Standards
- › 5.6 Measuring and Improving Inventory Sustainability Metrics

• 1 Understanding Market Dynamics in Fashion — 6 classes

- › 1.1 Exploring Market Dynamics in Fashion
- › 1.2 Analyzing Fashion Consumer Behavior
- › 1.3 Investigating Trends in the Fashion Industry
- › 1.4 Identifying Key Market Segments
- › 1.5 Assessing Competitive Landscape in Fashion
- › 1.6 Applying Consumer Insights to Forecast Demand

• 2 Competitive Landscape and Positioning — 6 classes

- › 2.1 Understanding Competitor Analysis in Fashion Retail
- › 2.2 Identifying Key Market Competitors
- › 2.3 Evaluating Competitor Strategies and Offers
- › 2.4 Mapping Brand Positioning in the Competitive Landscape
- › 2.5 Analyzing Consumer Perceptions and Preferences
- › 2.6 Applying Insights to Enhance Brand Positioning

• 3 Consumer Behavior and Segmentation — 6 classes

- › 3.1 Understanding Consumer Behavior Fundamentals
- › 3.2 Identifying Key Consumer Segments
- › 3.3 Analyzing Motivations Behind Consumer Choices
- › 3.4 Exploring Lifestyle and Psychographic Influences
- › 3.5 Assessing Market Trends and Their Impact on Consumer Segmentation
- › 3.6 Applying Consumer Insights to Strategic Decisions

• 4 Data-Driven Market Insights for Fashion — 6 classes

- › 4.1 Understanding Fashion Market Dynamics through Data
- › 4.2 Identifying Consumer Trends in Fashion Retail
- › 4.3 Analyzing Key Performance Indicators for Fashion Markets
- › 4.4 Utilizing Social Media Analytics for Consumer Insights
- › 4.5 Predicting Fashion Trends with Data Analytics Tools
- › 4.6 Applying Data Insights to Enhance Fashion Merchandising Strategies

• 5 Forecasting and Trend Analysis — 6 classes

- › 5.1 Understanding the Basics of Trend Analysis
- › 5.2 Investigating Market Dynamics in Fashion
- › 5.3 Utilizing Data to Forecast Fashion Trends
- › 5.4 Analyzing Consumer Behavior and Preferences
- › 5.5 Interpreting Fashion Trend Reports
- › 5.6 Applying Forecasting Techniques to Real-World Scenarios

• 1 Understanding Fashion Product Development — 6 classes

- › 1.1 Exploring the Fashion Product Development Process
- › 1.2 Identifying Key Trends and Consumer Needs in Fashion
- › 1.3 Analyzing Materials and Fabrics for Durability and Style
- › 1.4 Designing with Innovation: Techniques and Tools
- › 1.5 Collaborating with Suppliers and Manufacturers
- › 1.6 Evaluating Prototype Feedback for Final Products

• 2 Market Research and Trend Analysis — 6 classes

- › 2.1 Understanding Market Research Fundamentals
- › 2.2 Identifying Emerging Fashion Trends
- › 2.3 Analyzing Consumer Behavior in Fashion
- › 2.4 Evaluating Competitor Strategies
- › 2.5 Interpreting Trend Forecasting Data
- › 2.6 Applying Trend Analysis to Product Development

• 3 The Design and Prototype Process — 6 classes

- › 3.1 Understanding Design Briefs: Translating Ideas into Concepts
- › 3.2 Conducting Market Research for Informed Design Choices
- › 3.3 Exploring Material Selection and Sustainability Considerations
- › 3.4 Utilizing Sketching Techniques for Conceptual Visualization
- › 3.5 Creating and Refining Prototypes: From Concept to Sample
- › 3.6 Assessing and Improving Prototype Functionality and Aesthetics

• 4 Sustainability and Ethical Practices in Product Development — 6 classes

- › 4.1 Understanding Sustainable Materials and Their Impact
- › 4.2 Exploring Ethical Sourcing Practices in Fashion
- › 4.3 Analyzing the Life Cycle of Eco-Friendly Products
- › 4.4 Identifying Innovations in Sustainable Fashion Design
- › 4.5 Evaluating the Role of Technology in Ethical Production
- › 4.6 Implementing Sustainable Solutions in Merchandising Strategies

• 5 Innovation and Technological Advancements — 6 classes

- › 5.1 Understanding the Role of Innovation in Fashion
- › 5.2 Exploring Emerging Technologies in Clothing Design
- › 5.3 Analyzing the Impact of Technological Advancements on Product Development
- › 5.4 Integrating Sustainable Technologies in Fashion Production
- › 5.5 Evaluating Innovative Materials and Their Uses
- › 5.6 Applying Technological Tools for Enhanced Fashion Merchandising

• 1 Overview of Strategic Merchandising in Fashion — 6 classes

- › 1.1 Understanding Strategic Merchandising in Fashion
- › 1.2 Analyzing Market Trends and Consumer Behavior
- › 1.3 Identifying Key Performance Indicators in Merchandising
- › 1.4 Developing Effective Product Assortment Strategies
- › 1.5 Implementing Inventory Management Techniques
- › 1.6 Applying Strategic Merchandising to Enhance Brand Positioning

• 2 Merchandising Planning and Forecasting — 6 classes

- › 2.1 Understanding the Merchandising Planning Process
- › 2.2 Analyzing Sales Trends for Accurate Forecasting
- › 2.3 Identifying Key Indicators for Demand Prediction
- › 2.4 Developing Seasonal Merchandise Plans
- › 2.5 Implementing Data-Driven Buying Strategies
- › 2.6 Evaluating and Adjusting Merchandise Plans

• 3 Product Selection and Range Building — 6 classes

- › 3.1 Understanding Consumer Trends and Market Research
- › 3.2 Identifying Key Product Categories and Opportunities
- › 3.3 Analyzing Competitor Offerings and Market Positioning
- › 3.4 Developing a Balanced Product Range Portfolio
- › 3.5 Evaluating Supplier Capabilities and Constraints
- › 3.6 Implementing Effective Range Reviews and Adjustments

• 4 Inventory Management and Supply Chain Coordination — 6 classes

- › 4.1 Understanding Inventory Basics: Concepts and Importance
- › 4.2 Analyzing Demand Forecasting Techniques in Fashion Retail
- › 4.3 Exploring Inventory Management Systems and Tools
- › 4.4 Optimizing Stock Levels: Techniques for Efficiency
- › 4.5 Coordinating Supply Chain Partners for Seamless Operations
- › 4.6 Managing Risk in Supply Chain and Inventory Management

• 5 Performance Evaluation and Optimization in Merchandising — 6 classes

- › 5.1 Understanding Key Performance Indicators in Merchandising
- › 5.2 Analyzing Sales Data for Merchandise Performance
- › 5.3 Evaluating Product Success Through Metrics
- › 5.4 Identifying Underperforming Products and Strategies for Improvement
- › 5.5 Optimizing Assortment Based on Performance Evaluation
- › 5.6 Implementing Performance Feedback for Strategic Merchandising

• 1 Understanding Supplier Dynamics in the Fashion Industry — 6 classes

- › 1.1 Exploring Supplier Roles and Responsibilities
- › 1.2 Identifying Key Supplier Attributes in Fashion
- › 1.3 Analyzing Supplier Relationship Dynamics
- › 1.4 Evaluating the Impact of Supplier Performance
- › 1.5 Developing Effective Communication with Suppliers
- › 1.6 Implementing Supplier Relationship Strategies

• 2 Building Effective Supplier Relationships — 6 classes

- › 2.1 Understanding Key Components of Supplier Relationships
- › 2.2 Building Trust and Collaboration with Suppliers
- › 2.3 Communicating Effectively with Suppliers
- › 2.4 Negotiating Win-Win Outcomes
- › 2.5 Managing Conflict in Supplier Relationships
- › 2.6 Evaluating and Enhancing Supplier Performance

• 3 Negotiation and Contract Management with Suppliers — 6 classes

- › 3.1 Understanding Supplier Negotiation Dynamics
- › 3.2 Developing Effective Negotiation Strategies
- › 3.3 Mastering Communication Skills in Negotiations
- › 3.4 Crafting Comprehensive Supplier Contracts
- › 3.5 Evaluating Contractual Terms and Conditions
- › 3.6 Implementing and Monitoring Supplier Agreements

• 4 Risk Management in Supplier Interactions — 6 classes

- › 4.1 Understanding Risk in Supplier Relationships
- › 4.2 Identifying Potential Risks in the Supply Chain
- › 4.3 Evaluating Supplier Risk Factors
- › 4.4 Implementing Risk Assessment Tools
- › 4.5 Strategies for Mitigating Supplier Risks
- › 4.6 Developing a Risk Management Plan

• 5 Leveraging Technology in Supplier Relationship Management — 6 classes

- › 5.1 Exploring Digital Tools for Supplier Communication
- › 5.2 Integrating AI in Supply Chain Analytics
- › 5.3 Enhancing Collaboration with Cloud-based Platforms
- › 5.4 Utilizing Blockchain for Supplier Data Transparency
- › 5.5 Automating Procurement Processes with Software Solutions
- › 5.6 Evaluating Technology's Impact on Supplier Relationships