**Numensa Online Retail Academy**

**Merchandise Planning**

**Are you an established Assistant Planner looking to advance your career? Are you in a Buying position and wondering why your Planner is making the decisions they are?**

**Would you like to understand how to conduct pre-season planning including setting sales, markdown, stock, intake and margin?**

**Do you want to master/understand the WSSI?**

Introducing; Numensa Online course Merchandise Planning.   
This course is designed to enable you to create robust financial plans that will deliver phased sales, stock and intake targets at department and category level.

**Course Modules**

1. The pre-season merchandise plan
2. Planning sales
3. Category planning
4. Phasing sales
5. Planning markdown
6. Planning stock
7. Managing intake and OTB
8. Planning margin

**Course Objectives**

* State how and why we create a pre-season merchandise plan
* Describe the way in which the merchandise plan is broken down
* Create departmental sales plans
* Plan stock levels and phase intake over time to deliver sales objectives taking into account seasonality
* Demonstrate the ability to manage Open to Buy (OTB)
* Plan promotions and markdowns in order to maximise sales and manage seasonal stock

**Enrol online - click here to book!**

**OR**

Call 03 9694 4455 **to speak to a Senior Retail Training Advisor today!**