National 5 SfW Retailing (Course Code: C779 75)

SCQF Level 5 (24 Credit Points)

Why study SfW Retailing?

This course will help you to develop the practical and general employability skills needed in the retail sector.

Retail offers good opportunities for those who enjoy:

- serving and advising customers
- being helpful
- being flexible and adaptable
- making sure that products are displayed well
- selling products and services.

Career Pathways

To see what career areas this subject could lead to and the routes to get there, download and view these career pathways:

Buying, Selling and Related Work

What do I need to get in?

Entry is at the discretion of the school or college.

What will I study?

The course is made up of four compulsory units, each one taking 40 hours of study.

- Working in Retail (6 SCQF credit points)
- Maintaining, Storing and Replenishing Stock (6 SCQF credit points)
- Satisfying Customer Needs (6 SCQF credit points)
- Planning and Implementing an Event (6 SCQF credit points)

You will learn about

- the nature of retailing as an industry and the variety of jobs on offer in the sector
- the legal requirements of pricing
- how good service and appropriate selling skills can improve sales
- developing your communication, planning and organising skills.

Where will I take the course?

You will usually train at your school or a local college. Training sessions will take place for a set number of hours

and weeks during term time.

Work experience/placements

You should be able to arrange a related work experience placement by speaking to your pastoral care or guidance teacher in school.

How will I be assessed?

Assessment will be based on a range of practical activities in real or simulated workplace settings. Tutors will observe and keep records of your work.

Study Materials

What can I go on to next?

You may be able to progress to:

Employment /Training

- A Modern Apprenticeship leading to a Scottish Vocational Qualification (SVQ) at SCQF Levels 5 to 6 in Retail.

Further/Higher Education

- A one year full time NC or NQ in a retail subject such as retail business, retail marketing or retail fashion marketing at a local college of further education.

Further study, training or employment in:

- Buying, Selling and Related Work