

# Open Awards Qualification Unit



This unit forms part of a regulated qualification. Click [here](#) to view qualifications.

## 1 Unit Details

Unit Title:	Introduction to Retail
Unit Reference Number:	D/615/9802
Level:	Level 2
Credit Value:	1
Minimum GLH:	8

## 2 Learning Outcomes and Criteria

Learning Outcome (The Learner will):	Assessment Criterion (The Learner can):
1. Know about the structures and occupations in the retail sector	1.1 Describe the structure of the Retail sector and key functions of organisations within it
	1.2 Describe the role and responsibilities of a minimum of 5 occupations in the retail sector
	1.3 For a chosen organisation, complete a brief case study to include the organisation's: <ul style="list-style-type: none"> <li>a) History</li> <li>b) Vision / mission</li> <li>c) Competitors</li> <li>d) Market share</li> <li>e) Work force</li> <li>f) Career opportunities</li> </ul>
2. Know about different types of career opportunities and training available in the Retail sector	2.1 Describe how different types of organisation offer career opportunities and training
	2.2 Explain why training is important to both employers and employees
	2.3 Review own skillset in relation to a chosen career or training opportunity
3. Be able to demonstrate and review an appropriate skill in the Retail sector	3.1 Demonstrate competence in the chosen skill

3.2 Explain the benefits of learning the skill