



Accredited Africa Training Institute for Capacity Development

Unit FO409, Hatfield Plaza · 1122 Burnett St, Hatfield 0028 · Pretoria, Gauteng · South Africa

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COURSE BROCHURE

Promote Sales And Reduce Wastage At A Perishable Foods Department Training

Services / Wholesale and Retail

Unit Standard 119956 · NQF Level 3 · 15 Credits · 12 Days

COURSE OVERVIEW

This course equips learners with the skills to effectively promote sales and reduce wastage in a perishable foods department. Participants will learn strategies for stock management, customer engagement, and operational efficiency to maximize profitability and minimize losses.

Category	Services
Subfield	Wholesale and Retail
Unit Standard	119956
Accreditation	SAQA Accredited · NQF Level 3 · 15 Credits
Duration	12 days
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Apply stock rotation and inventory control techniques to minimize wastage of perishable goods.
- Analyze sales data and customer buying patterns to optimize product placement and promotions.
- Implement effective merchandising and pricing strategies to drive sales of perishable items.
- Demonstrate proper handling, storage, and temperature control procedures to maintain product quality.
- Evaluate wastage reports and identify areas for improvement in operational processes.
- Design a waste reduction plan that aligns with organizational goals and sustainability practices.

WHO SHOULD ATTEND

- This course is designed for retail managers, supervisors, and team leaders working in perishable food departments within supermarkets, grocery stores, or food retail chains.

COURSE OUTLINE

Day 1: Introduction to Perishable Foods Management

- Overview of perishable foods categories (dairy, meat, produce, bakery)
- Economic and environmental consequences of food wastage
- Introduction to the unit standard 119956
- Career opportunities in perishable foods management

Day 2: Stock Control Principles

- First-In, First-Out (FIFO) vs. First-Expiry, First-Out (FEFO)
- Stock counting methods and accuracy
- Setting par levels and reorder quantities
- Consequences of overstocking and understocking

Day 3: Receiving and Inspection Procedures

- Temperature checks and cold chain integrity
- Quality specifications for different perishable categories
- Rejection criteria and documentation
- Legal requirements for food safety (R638)

Day 4: Storage and Temperature Management

- Storage zones: chiller, freezer, dry storage
- Temperature ranges for dairy, meat, produce, and bakery
- Equipment maintenance and alarm systems
- Cleaning schedules and pest control

Day 5: Shelf Life Management and Date Coding

- Understanding date codes: sell-by, use-by, best-before
- Shelf life testing and rotation schedules
- Markdown strategies for near-expiry items
- Legal and ethical considerations for donations

Day 6: Merchandising and Display Techniques

- Display fixtures and loading guidelines
- Front-of-pack date checking
- Promotional displays for high-turnover items
- Customer handling and product protection

Day 7: Sales Promotion Strategies

- Types of promotions: discounts, BOGOF, meal deals
- Timing promotions based on shelf life
- Tracking promotional sales and wastage impact
- Supplier collaboration on promotions

Day 8: Waste Tracking and Reporting

- Waste categories: markdowns, spoilage, trim waste
- Data collection tools and software
- Root cause analysis techniques
- Key performance indicators (KPIs) for wastage

Day 9: Customer Service and Handling Complaints

- Complaint handling procedures
- Product knowledge for customer queries
- Sampling and taste tests
- Building trust through transparency

Day 10: Team Training and Communication

- Training methods: on-the-job, demonstrations, e-learning
- Setting team targets and incentives
- Shift handover communication
- Performance monitoring and feedback

Day 11: Advanced Wastage Reduction Techniques

- Forecasting models for perishable demand
- Smart sensors and automated ordering systems
- Repurposing surplus: soups, ready meals, pet food
- Case studies of zero-waste stores

Day 12: Integration, Assessment, and Action Planning

- Scenario-based group exercise
- Written and practical assessment
- Action plan template and goal setting
- Resources for further learning and certification

ASSESSMENT & CERTIFICATION

Delegates are assessed through exercises and a final test. A mark of **50% or above** earns an **AATICD Certificate of Completion**, issued digitally with a unique verification code. This course carries **15 NQF credits** at **NQF Level 3**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 41,000.00	R 41,000.00
1	In-House	R 53,300.00	R 53,300.00
1	On-Campus (Pretoria)	R 61,500.00	R 61,500.00

UPCOMING SESSIONS

Start	End	Method	Venue
07 Aug 2026	24 Aug 2026	On-Campus	Pretoria, South Africa
07 Aug 2026	24 Aug 2026	On-Campus	Lagos, Nigeria
10 Aug 2026	25 Aug 2026	On-Campus	Durban, South Africa
10 Aug 2026	25 Aug 2026	On-Campus	Mauritius
11 Aug 2026	26 Aug 2026	On-Campus	Cape Town, South Africa
12 Aug 2026	27 Aug 2026	On-Campus	Dubai, UAE
13 Aug 2026	28 Aug 2026	On-Campus	Pretoria, South Africa
14 Aug 2026	31 Aug 2026	On-Campus	Abu Dhabi, UAE

Contact us if no suitable date is listed – on-demand sessions can be arranged for groups.

HOW TO GET A QUOTE OR APPLY

1. **Get an instant quotation online:** visit www.aaticd.co.za, open the page for this course (Unit Standard 119956) and click **Get A Quote / Apply**. Select your training method and number of delegates – your quotation is generated immediately and emailed to you with the course brochure attached.
2. **Apply by email:** send the course title, your preferred training method (Online, In-House or On-Campus Pretoria), the number of delegates and your preferred dates to apply@aaticd.co.za – our team will reply with a formal quotation.
3. **Apply by phone or WhatsApp:** call **+27 12 004 8389** or WhatsApp **+27 65 077 6310** and we will prepare your quotation and reserve your seats.
4. **Confirm your booking:** accept the quotation and settle the invoice. As soon as payment is confirmed your delegates are enrolled and receive their AATICD LMS login details by email, along with joining instructions for their chosen training method.

Group discounts apply automatically – the more delegates you enrol, the lower the price per delegate. No payment is required to request a quotation.

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