Correlation of

Apparel: Design, Textiles & Construction

to Pre-PAC

Domains and Competencies

Fashion, Textiles, and Apparel

The American Association of Family and Consumer Sciences (AAFCS) in collaboration with AAFCS members and business, industry, and education leaders developed the *Pre-Professional Assessment and Certification (Pre-PAC) Program*. AAFCS administers these standards-based assessments for pre-professionals in family and consumer sciences career areas. The background sources used in developing these assessments are driven by the industry standards with input from business and industry leaders, the NASAFACS National Standards for Family and Consumer Sciences, and the Career Clusters Initiative.

The following chart correlates the domains and competencies of the *Fashion*, *Textiles*, *and Apparel* Pre-PAC assessment with the content of *Apparel: Design*, *Textiles & Construction*. For each competency, the chart lists the chapter number(s) and appendix that identify the content location.

After studying the content of this text, students will be able to achieve the following competencies:

Domain 1: Career Paths		
Competency 1A: Explain the roles and functions of individuals engaged in fashion, textiles, and apparel careers		Text Concepts (Related Text Components)
		To address more of the concepts covered by this competency, see the G-W text Fashion Marketing & Merchandising
1.A.1	Employment opportunities in the fashion, textiles, and apparel industry	Ch. 4, 6, 14, 29, 30, 31
1.A.2	Functions and responsibilities associated with	Ch. 4, 6, 14, 30, 31

	fashion, textiles, and apparel career paths	
1.A.3	Differences between fashion merchandising careers and fashion design careers	Ch. 4, 6, 31
1.A.4	Career preparation	Ch. 4, 29, 30, 31
1.A.5	Physical and emotional traits and characteristics of individuals engaged in fashion, textiles, and apparel careers.	Ch. 4, 29, 30, 31
1.A.6	Job search skills	Ch. 30
	B: Explain employment	Text Concepts
opportunities r	elated to clothing construction	(Related Text Components)
1.B.1	Breadth of clothing construction careers	Ch. 4, 6, 30
1.B.2	Job titles and duties associated with clothing construction	Ch. 4, 6, 30
1.B.3	Skills required in clothing construction positions	Ch. 4, 6, 16, 17, 22, 23, 24, 25, 26, 27, 28, 29, 30
1.B.4	Workplace behavior and expectations	Ch. 4, 5, 30, 31
•	C: Analyze opportunities for	Text Concepts
employment ar	nd entrepreneurial endeavors	(Related Text
		Components)
1.C.1	Cost/benefit analysis of job requirements	Ch. 30, 31
1.C.1 1.C.2	Cost/benefit analysis of job requirements Salaries and benefits of employment.	
	, , ,	Ch. 30, 31
1.C.2	Salaries and benefits of employment.	Ch. 30, 31 Ch. 30, 31
1.C.2 1.C.3	Salaries and benefits of employment. Entrepreneurial possibilities Personality traits best suited to entrepreneurs	Ch. 30, 31 Ch. 30, 31 Ch. 31
1.C.2 1.C.3 1.C.4 1.C.5 Competency 1	Salaries and benefits of employment. Entrepreneurial possibilities Personality traits best suited to entrepreneurs and employees Small Business Administration D: Summarize education and	Ch. 30, 31 Ch. 30, 31 Ch. 31 Ch. 30, 31
1.C.2 1.C.3 1.C.4 1.C.5 Competency 1I training require	Salaries and benefits of employment. Entrepreneurial possibilities Personality traits best suited to entrepreneurs and employees Small Business Administration	Ch. 30, 31 Ch. 30, 31 Ch. 31 Ch. 30, 31
1.C.2 1.C.3 1.C.4 1.C.5 Competency 1I training require	Salaries and benefits of employment. Entrepreneurial possibilities Personality traits best suited to entrepreneurs and employees Small Business Administration D: Summarize education and ements and opportunities for	Ch. 30, 31 Ch. 30, 31 Ch. 31 Ch. 30, 31 Ch. 31 Text Concepts (Related Text
1.C.2 1.C.3 1.C.4 1.C.5 Competency 1I training require	Salaries and benefits of employment. Entrepreneurial possibilities Personality traits best suited to entrepreneurs and employees Small Business Administration D: Summarize education and ements and opportunities for	Ch. 30, 31 Ch. 30, 31 Ch. 31 Ch. 31 Ch. 31 Ch. 31 Text Concepts (Related Text Components) To address more of the concepts covered by this competency, see the G-W text Fashion Marketing &

	apparel careers	
1.D.3	Education and training for merchandising careers	Ch. 4, 30
	E: Analyze the effects of fashion,	Text Concepts
-	pparel occupations on local, state, obal economies	(Related Text Components)
		To address more of the concepts covered by this competency, see the G-W text Fashion Marketing & Merchandising
1.E.1	Gross Domestic Product (GDP)	
1.E.2	Developmental stages of fashion, textiles, and apparel production	Ch. 2, 4, 5, 6
1.E.3	Made in the USA campaign	Ch. 5, 9
1.E.4	Impact of the industry on the economies of third world and developing countries	Ch. 5
	F: Create an employment portfolio	Text Concepts
for use when a	pplying for internships and work-	(Doloted Toys
		(Related Text
based learning		Components)
		-
based learning		Components)
based learning	Personality assessments	Components) Ch. 30, 31
based learning 1.F.1 1.F.2	Personality assessments Portfolio development	Components) Ch. 30, 31 Ch. 30
1.F.1 1.F.2 1.F.3	Personality assessments Portfolio development Résumé development	Components) Ch. 30, 31 Ch. 30 Ch. 30
1.F.1 1.F.2 1.F.3 1.F.4	Personality assessments Portfolio development Résumé development Interviewing skills	Components) Ch. 30, 31 Ch. 30 Ch. 30 Ch. 30
1.F.1 1.F.2 1.F.3 1.F.4 1.F.5 1.F.6 Competency 1	Personality assessments Portfolio development Résumé development Interviewing skills Career and employment resources Internships and job shadowing G: Analyze the role of professional	Components) Ch. 30, 31 Ch. 30 Ch. 30 Ch. 30 Ch. 29, 30, 31
1.F.1 1.F.2 1.F.3 1.F.4 1.F.5 1.F.6 Competency 1	Personality assessments Portfolio development Résumé development Interviewing skills Career and employment resources Internships and job shadowing	Components) Ch. 30, 31 Ch. 30 Ch. 30 Ch. 30 Ch. 29, 30, 31 Ch. 30
1.F.1 1.F.2 1.F.3 1.F.4 1.F.5 1.F.6 Competency 10 organizations i	Personality assessments Portfolio development Résumé development Interviewing skills Career and employment resources Internships and job shadowing G: Analyze the role of professional	Components) Ch. 30, 31 Ch. 30 Ch. 30 Ch. 30 Ch. 29, 30, 31 Ch. 30 Text Concepts (Related Text
1.F.1 1.F.2 1.F.3 1.F.4 1.F.5 1.F.6 Competency 10 organizations i industries	Personality assessments Portfolio development Résumé development Interviewing skills Career and employment resources Internships and job shadowing G: Analyze the role of professional n fashion, textiles, and apparel Advantages of membership in professional	Components) Ch. 30, 31 Ch. 30 Ch. 30 Ch. 30 Ch. 29, 30, 31 Ch. 30 Text Concepts (Related Text Components)
1.F.1 1.F.2 1.F.3 1.F.4 1.F.5 1.F.6 Competency 10 organizations i industries 1.G.1	Personality assessments Portfolio development Résumé development Interviewing skills Career and employment resources Internships and job shadowing G: Analyze the role of professional n fashion, textiles, and apparel Advantages of membership in professional organizations	Components) Ch. 30, 31 Ch. 30 Ch. 30 Ch. 30 Ch. 29, 30, 31 Ch. 30 Text Concepts (Related Text Components) Ch. 6, 29, 30
1.F.1 1.F.2 1.F.3 1.F.4 1.F.5 1.F.6 Competency 10 organizations i industries 1.G.1 1.G.2	Personality assessments Portfolio development Résumé development Interviewing skills Career and employment resources Internships and job shadowing G: Analyze the role of professional in fashion, textiles, and apparel Advantages of membership in professional organizations International Textile and Apparel Association	Components) Ch. 30, 31 Ch. 30 Ch. 30 Ch. 30 Ch. 29, 30, 31 Ch. 30 Text Concepts (Related Text Components) Ch. 6, 29, 30

Competency 2	A: Apply appropriate	Text Concepts
terminology for the most common generic textile fibers		(Related Text
textile libers		Components)
2.A.1	Natural fibers (i.e., names/examples, types, uses, sources)	Ch. 3, 5, 18
2.A.2	Manufactured or synthetic fibers (i.e., names/examples, types, uses, sources)	Ch. 3, 5, 19
2.A.3	Fiber manufacturing process	Ch. 3, 4, 5, 18, 19, 20
2.A.4	Fabrication	Ch. 4, 20
2.A.5	Finishes	Ch. 4, 21
_	B: Evaluate performance	Text Concepts
characteristics	of textile fibers and fabrics	(Related Text
		Components)
2.B.1	Aesthetic properties	Ch. 12, 21
2.B.2	Durability properties	Ch. 11, 12, 21
2.B.3	Comfort properties	Ch. 12, 21
2.B.4	Appearance retention properties	Ch. 11, 12, 21
2.B.5	Fiber blends	Ch. 20
	C: Summarize textile	Text Concepts
	ndards, and labeling in the	(Related Text
global econom	y	Components)
2.C.1	Legal and environmental concerns of the industry	Ch. 5, 6, 8, 9, 18, 21
2.C.2	Textile laws and regulations	Ch. 5, 9, 14
2.C.3	Labeling of textile products	Ch. 5, 9, 14
	D: Analyze effects of textile	Text Concepts
	on design, construction,	
-	maintenance of products	
2.D.1	Suitability of fibers and fabrics to end use	Ch. 18, 19, 20, 21, 23, 27
2.D.2	Fabric performance abilities (i.e., wicking, stretching, etc.)	Ch. 18, 19, 20, 21, 23, 27
2.D.3	Equipment used in the manufacturing and construction of fibers	Ch. 18, 19, 20, 21

2.D.4	Effects of textiles on construction (i.e., knitting, weaving, etc.)	Ch. 20, 23, 27
2.D.5	Finishes (i.e., flame retardant, Mercerization, etc.)	Ch. 21
Competency 2E: Apply appropriate		Text Concepts
procedures for	care of textile products	(Related Text Components)
2.E.1	Soil removal	Ch. 13, 14
2.E.2	Laundering	Ch. 13, 14
2.E.3	Dry cleaning	Ch. 14
2.E.4	Garment care labels	Ch. 9, 13, 14
2.E.5	Types of laundering products	Ch. 13
2.E.6	Environmental concerns of laundry or care products	Ch. 13
2.E.7	Recycling and disposal of textile products	Ch. 5, 8, 15, 18

Domain 3: Design Skills

•	A: Explain ways in which xture, pattern and finish can ppearance	Text Concepts (Related Text Components)
3.A.1	Optical illusions	Ch. 16, 17
3.A.2	Influence of design elements on appearance	Ch. 16, 17
3.A.3	Influences of the principles of design on appearance	Ch. 17
3.A.4	Harmonious use of fibers, fabrics, textures, patterns, and finishes	Ch. 17, 20, 21
•	B: Apply basic and complex	Text Concepts
color schemes and enhance v	and color theory to develop isual effects	(Related Text Components)
3.B.1	Color types	Ch. 16
3.B.2	Color wheel	Ch. 16
3.B.3	Color schemes	Ch. 16
3.B.4	Warm colors vs. cool colors	Ch. 16
3.B.5	Value	Ch. 16

3.B.6	Hue	Ch. 16
3.B.7	Shades vs. tints	Ch. 16
3.B.8	Intensity	Ch. 16
3.B.9	Neutral colors	Ch. 16
•	C: Utilize elements and	Text Concepts
	esign in designing,	(Related Text
	and/or altering fashion, oparel products	Components)
-	•	0, 10, 17
3.C.1	Elements of design (space, shape, form, line, color, texture)	Ch. 16, 17
3.C.2	Principles of design (rhythm, unity, emphasis, balance, proportion)	Ch. 17
3.C.3	Application of design elements and principles in apparel	Ch. 16, 17
3.C.4	Embellishments	Ch. 15, 16, 17, 24, 27
Competency 3	D: Demonstrate design	Text Concepts
concepts with		(Related Text
	mputer, using draping and/or	Components)
	king techniques	
3.D.1	Draping techniques	Ch. 6
3.D.2	Pattern engineering	Ch. 4, 5
3.D.3	Digitizing for pattern making, marker making, sizing, and grading	Ch. 4, 5, 6
3.D.4	Computer aided design	Ch. 5, 6
3.D.5	Colorways	
•	E: Generate design that takes	Text Concepts
	tion ecological,	(Related Text
·	, sociological, psychological,	Components)
·	economic trends and issues	
3.E.1	"Green" or eco-friendly textile and apparel products	Ch. 5, 8, 18, 21
3.E.2	Ecological and environmental impact (i.e., insecticides, production, finishes)	Ch. 5, 8, 18, 21
3.E.3	Scientific Certifications Systems	
3.E.4	Historical influences on fashion and design	Ch. 2, 3, 6
3.E.5	Social and psychological functions of	Ch. 1, 7, 12

	clothing	
3.E.6	Costs of production	Ch. 4, 5, 6
3.E.7	Costs and environmental implications for disposal (i.e., recycling, resale, etc.)	Ch. 5, 8, 15, 18, 21
	F: Demonstrate ability to use	Text Concepts
	fashion, textile, and apparel	(Related Text
construction a	nd design	Components)
3.F.1	nd design Computerized sewing machines	•
		Components)
3.F.1	Computerized sewing machines	Components) Ch. 24, 28

Domain 4: Fashion, Textile, and Apparel Production

skills in using and supplies	4A: Demonstrate professional g a variety of equipment, tools, for fashion, textile and apparel alteration or repair	Text Concepts (Related Text Components)
4.A.1	Parts of the sewing machine (i.e., proper name, function, and use)	Ch. 24
4.A.2	Use of the sewing machine (i.e., stitching charts, threading the machine, etc.)	Ch. 24
4.A.3	Use of overlock machine	Ch. 28
4.A.4	Tools and supplies for marking	Ch. 24
4.A.5	Sewing tools and supplies	Ch. 24
4.A.6	Tools and supplies for cutting	Ch. 24
4.A.7	Tools and supplies for measuring	Ch. 24
4.A.8	Commercial patterns	Ch. 3, 22, 23
•	4B: Demonstrate basic and	Text Concepts
specialized to of a garment	chniques in the construction	(Related Text Components)
4.B.1	Types of stitching (i.e., machine stitching, basting, understitching)	Ch. 26
4.B.2	Seams and seam finishes	Ch. 26
4.B.3	Casings and waistbands	Ch. 27
4.B.4	Closures	Ch. 26

4.B.5	Collars and cuffs	Ch. 27
4.B.6	Darts	Ch. 26
4.B.7	Facings	Ch. 26
4.B.8	Interfacing	Ch. 26
4.B.9	Sleeves	Ch. 27
4.B.10	Hems	Ch. 26
4.B.11	Buttons and buttonholes	Ch. 26
Competency 4	C: Explain production	Text Concepts
•	creating fibers, yarns, woven, voven textile products	(Related Text Components)
4.C.1	Filament yarns	Ch. 19
4.C.2	Staple yarns	Ch. 19
4.C.3	Spun yarns	Ch. 20
4.C.4	Fiber blends	Ch. 20
4.C.5	Fabrication	Ch. 4, 20
4.C.6	Basic weaves (i.e., plain, twill, satin)	Ch. 20
4.C.7	Knit fabrics	Ch. 20, 23, 27
4.C.8	Nonwoven fabrics (i.e., solutions, fiberweb, braiding, lace)	Ch. 20
	D: Use appropriate industry	Text Concepts
•	naterials for cleaning,	(Related Text
pressing, and it apparel product	finishing fashion, textile and	Components)
4.D.1	Laundry aids	Ch. 13, 14
4.D.2	Fabric softeners	Ch. 13, 14
4.D.2 4.D.3		Ch. 13, 14
4.D.4	Detergents Bleach	Ch. 13, 14
4.D.5	Pretreatment of stains	Ch. 13, 14
4.D.6	Stain removal	Ch. 13, 14
4.D.6 4.D.7	Starch	Ch. 13, 14
4.D.7 4.D.8		Ch. 13
	Fabric sizing	
	E: Analyze current	Text Concepts
	d trends that facilitate design of fashion, textile and	(Related Text Components)

apparel produc	cts	
4.E.1	Computer aided design	Ch. 4, 5, 6
4.E.2	Computerized equipment	Ch. 4, 5, 6
4.E.3	Computerized sewing machines	Ch. 24, 28
4.E.4	Technological advances	Ch. 4, 5, 6
Competency 4F: Demonstrate basic skills of		Text Concepts
pattern selection	on and layout	(Related Text Components)
4.F.1	Pattern selection (information on pattern envelope, pattern types and sizes, etc.)	Ch. 23
4.F.2	Fabric selection	Ch. 23
4.F.3	Selection of notions	Ch. 23, 24
4.F.4	Cutting layout and cutting	Ch. 24, 25
4.F.5	Marking procedures	Ch. 24, 25
Competency 4	G: Demonstrate basic skills	Text Concepts
for producing and altering textile and		/Dalatad Tast
		(Related Text
apparel produc		Components)
apparel produc		•
apparel produc		Components) To address more of the concepts covered by this competency, see the G-W text Fashion Marketing &
	cts	Components) To address more of the concepts covered by this competency, see the G-W text Fashion Marketing & Merchandising
4.G.1	Slopers	Components) To address more of the concepts covered by this competency, see the G-W text Fashion Marketing & Merchandising Ch. 4
4.G.1 4.G.2	Slopers Basic measurements	Components) To address more of the concepts covered by this competency, see the G-W text Fashion Marketing & Merchandising Ch. 4 Ch. 22
4.G.1 4.G.2 4.G.3	Slopers Basic measurements Pattern ease Crotch length and depth alterations or	Components) To address more of the concepts covered by this competency, see the G-W text Fashion Marketing & Merchandising Ch. 4 Ch. 22 Ch. 22
4.G.1 4.G.2 4.G.3 4.G.4	Slopers Basic measurements Pattern ease Crotch length and depth alterations or adjustments Back and front waist length alterations	Components) To address more of the concepts covered by this competency, see the G-W text Fashion Marketing & Merchandising Ch. 4 Ch. 22 Ch. 22 Ch. 22
4.G.1 4.G.2 4.G.3 4.G.4	Slopers Basic measurements Pattern ease Crotch length and depth alterations or adjustments Back and front waist length alterations or adjustments Waist and hip adjustments and	Components) To address more of the concepts covered by this competency, see the G-W text Fashion Marketing & Merchandising Ch. 4 Ch. 22 Ch. 22 Ch. 22 Ch. 22
4.G.1 4.G.2 4.G.3 4.G.4 4.G.5	Slopers Basic measurements Pattern ease Crotch length and depth alterations or adjustments Back and front waist length alterations or adjustments Waist and hip adjustments and alterations	Components) To address more of the concepts covered by this competency, see the G-W text Fashion Marketing & Merchandising Ch. 4 Ch. 22 Ch. 22 Ch. 22 Ch. 22 Ch. 15, 22, 25
4.G.1 4.G.2 4.G.3 4.G.4 4.G.5 4.G.6	Slopers Basic measurements Pattern ease Crotch length and depth alterations or adjustments Back and front waist length alterations or adjustments Waist and hip adjustments and alterations Length alterations and adjustments	Components) To address more of the concepts covered by this competency, see the G-W text Fashion Marketing & Merchandising Ch. 4 Ch. 22 Ch. 22 Ch. 22 Ch. 22 Ch. 15, 22, 25 Ch. 15, 22, 25

	A: Apply marketing strategies	Text Concepts
for fashion, tex	tile, and apparel products	(Related Text
		Components)
		To address more of the concepts covered by this competency, see the G-W text Fashion Marketing & Merchandising
5.A.1	Levels of promotion (i.e., primary, secondary, and retail)	Ch. 4
5.A.2	Objectives of marketing (i.e., inform, awaken, persuade, pave the way, gain loyalty)	Ch. 4, 10
5.A.3	Print marketing strategies	Ch. 4, 10, 31
5.A.4	Media marketing strategies	Ch. 4, 5, 6, 10, 31
5.A.5	Internet marketing strategies	Ch. 4, 5, 6, 10, 31
5.A.6	Qualitative and quantitative marketing research	Ch. 4, 5, 6
5.A.7	Visual display categories	Ch. 4, 10
5.A.8	Retail types (i.e., department stores, specialty stores, boutiques, discount stores)	Ch. 4, 10
	B: Analyze the cost of	Text Concepts
repairing fashi	nanufacturing, altering, or on, textile and apparel	(Related Text Components)
products		To address more of the concepts covered by this competency, see the G-W text Fashion Marketing & Merchandising
5.B.1	Labor costs	Ch. 31
5.B.2	Cost sheets	Ch. 31
5.B.3	Factors influencing costs	Ch. 4, 11, 31
5.B.4	Mass production	Ch. 3, 4, 5
5.B.5	Wholesale vs. retail prices	Ch. 4
	C: Analyze ethical	Text Concepts
considerations and apparel pr	for merchandising textile oducts	(Related Text Components)
		To address more of the concepts covered by this competency, see

		the G-W text Fashion Marketing & Merchandising
5.C.1	Counterfeit goods (i.e., knock-offs, forgeries)	Ch. 5, 6
5.C.2	Sweatshops	Ch. 5
5.C.3	Ethical treatment of employees	Ch. 5, 30
5.C.4	Child labor	Ch. 5
5.C.5	Employee hours and benefits	Ch. 5, 30
5.C.6	Exploitation in the industry	Ch. 5
5.C.7	Employee theft	Ch. 9, 30
Competen	cy 5D: Apply external factors that	Text Concepts
influence r	merchandising	(Related Text Components)
		To address more of the concepts covered by this competency, see the G-W text Fashion Marketing & Merchandising
5.D.1	Political factors	Ch. 1, 3, 5
5.D.2	Social factors	Ch. 1, 3, 7
5.D.3	Psychological factors	Ch. 1, 3
5.D.4	Ethnic factors	Ch. 1, 3
5.D.5	Religious factors	Ch. 1, 3
5.D.6	Ethical factors	Ch. 5, 6, 10
5.D.7	Educational factors	Ch. 4, 7
5.D.8	Fashion adoption theories	Ch. 2, 3, 4, 6
Competency 5E: Critique varied methods		Text Concepts
for promot	ting textile and apparel products	(Related Text Components)
		To address more of the concepts covered by this competency, see the G-W text Fashion Marketing & Merchandising
5.E.1	Print promotions	Ch. 4, 6, 10, 31
5.E.2	Media promotions	Ch. 4, 5, 6, 10, 31
5.E.3	Internet promotions	Ch. 4, 5, 6, 10, 31
5.E.4	Special events	Ch. 4, 5, 6

5.E.5	Direct mail	Ch. 4, 10
5.E.6	Fashion shows	Ch. 4, 6
5.E.7	Cross-supporting ads	Ch. 4, 6, 10
5.E.8	Fashion cycle	Ch. 2
5.E.9	Service firms with advertising expertise	Ch. 4, 10
5.E.10	Visual displays and merchandising	Ch. 4, 10
Competency 5F: Apply research methods,		Text Concepts
including forecasting techniques for marketing textile and apparel products		(Related Text Components)
		To address more of the concepts covered by this competency, see the G-W text Fashion Marketing & Merchandising
5.F.1	Consumer market	Ch. 3, 4, 10
5.F.2	Microsegmentation	
5.F.3	Niche retailing	Ch. 4, 10
5.F.4	Database marketing	Ch. 4, 5, 6, 10
5.F.5	Quantitative and qualitative research marketing	Ch. 4
5.F.6	Multi-channel retailing	Ch. 4, 5, 6, 10
5.F.7	Fashion forecasting	Ch. 4
5.F.8	Prophetic fashions	Ch. 2, 4
5.F.9	Influences on consumer sentiment	Ch. 4, 29, 30
Domain 6: Customer Service		

Domain 6: Customer Service

Competency 6A: Analyze factors that contribute to quality customer relations		Text Concepts (Related Text Components)
		To address more of the concepts covered by this competency, see the G-W text Fashion Marketing & Merchandising
6.A.1	Attracting new customers	Ch. 4, 29, 30
6.A.2	Retaining existing customers	Ch. 4, 29, 30
6.A.3	Benefits of quality customer service	Ch. 4, 29, 30
6.A.4	Importance of quality process and	Ch. 4

	product design	
6.A.5	Consistency in customer service	Ch. 4, 29, 30
6.A.6	Employee morale	Ch. 4, 29, 30
6.A.7	Communication channels for customers	Ch. 4, 9, 29, 30
Competency 6B: Analyze the influences of		Text Concepts
cultural diversity as a factor in customer		(Related Text
relations		Components)
		To address more of the concepts covered by this competency, see the G-W text Fashion Marketing & Merchandising
6.B.1	Developing cultural competence	Ch. 1, 3, 7, 29
6.B.2	Appreciating and respecting cultural differences	Ch. 1, 3, 7, 29
Competency 6C: Demonstrate the skills		Text Concepts
necessary for	quality customer service	(Related Text
		Components)
		To address more of the concepts covered by this competency, see the G-W text Fashion Marketing & Merchandising
6.C.1	Customer loyalty	Ch. 4, 29, 30
6.C.2	Patience	Ch. 4, 29, 30
6.C.3	Communication skills	Ch. 4, 29, 30
6.C.4	Problem solving skills	Ch. 4, 29, 30
6.C.5	Computer and technology skills	Ch. 4, 29, 30
Competency 6D: Use consumer skills to		Text Concepts
evaluate the quality of ready-made garments		(Related Text
		Components)
6.D.1	Assembly Quality Checklist	Ch. 11
6.D.2	Quality seams and seam finishes	Ch. 11, 26
6.D.2 6.D.3	Quality seams and seam finishes Quality sleeves and hems	Ch. 11, 26 Ch. 11, 26, 27
6.D.3 Competency (•	

		Components)
		To address more of the concepts covered by this competency, see the G-W text Fashion Marketing & Merchandising
6.E.1	Customer letter of complaint	Ch. 9, 30
6.E.2	Small Claims Court	
6.E.3	Return policies	Ch. 9
6.E.4	Credit reporting agencies	Ch. 9
6.E.5	Layaway policies	Ch. 9
6.E.6	Payment policies	Ch. 9
6.E.7	Customer Loyalty or Rewards Programs	Ch. 10
Domain 7:	Operational Procedures	
Competency	7A: Analyze legislation,	Text Concepts
_	and public policy affecting the ile and apparel industries	(Related Text Components)
7.A.1	Laws regarding textile and apparel production, labeling, care, and disposal	Ch. 5, 6, 9, 14
7.A.2	Public policy and advocacy efforts of	Ch. 5, 6, 9, 14
	professional associations	
		Ch. 5, 8, 15, 18, 21
7.A.3	professional associations	Ch. 5, 8, 15, 18, 21 Ch. 5, 9
7.A.3 7.A.4	professional associations Legal and environmental concerns Legislation and regulations associated	
7.A.3 7.A.4 Competency employer restregarding incomplete.	professional associations Legal and environmental concerns Legislation and regulations associated with importing and exporting	Ch. 5, 9

the G-W text Fashion Marketing & Merchandising 7.B.1 Ch. 5, 6, 10 Fraud 7.B.2 Identity theft -----7.B.3 Privacy policies Ch. 10, 30 7.B.4 Credit issues Ch. 10 Ch. 9, 30 Employee theft

7.B.5

Competency 7	C: Analyze the effects of	Text Concepts
security and inventory control strategies, cash, and credit transaction methods, laws,		(Related Text
		Components)
and worksite policies, on loss prevention and store profit		To address more of the concepts covered by this competency, see the G-W text Fashion Marketing & Merchandising
7.C.1	Methods of loss prevention	Ch. 4
7.C.2	Safety and security of customers	Ch. 5, 30
7.C.3	Safety and security of employees	Ch. 5, 30
7.C.4	Shoplifting	Ch. 9
7.C.5	Shrinkage	
7.C.6	Layaway plans	Ch. 10
Competency 7	D: Demonstrate procedures	Text Concepts
for reporting and security in	nd handling accidents, safety, cidents	(Related Text Components)
		To address more of the concepts covered by this competency, see the G-W text Fashion Marketing & Merchandising
7.D.1	Safe retail environment	Ch. 5, 30
7.D.2	Responsibility for safety	Ch. 5, 30
7.D.3	Reporting accidents	Ch. 5, 30
7.D.4	OSHA	Ch. 5, 30
7.D.5	Emergency procedures	Ch. 5, 30
Competency 7	E: Analyze operational costs	Text Concepts
such as mark ups, mark downs, cash flow, and other factors affecting profit		(Related Text Components)
		To address more of the concepts covered by this competency, see the G-W text Fashion Marketing & Merchandising
7.E.1	Loss	Ch. 4
7.E.2	Pricing strategies	Ch. 4, 6, 31
7.E.3	Price points	Ch. 4, 6
7.E.4	Markdowns	Ch. 10

7.E.5	Markups	Ch. 5
7.E.6	Inventory (i.e., control, leftover, etc.)	Ch. 4
7.E.7	Expense management	Ch. 4