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## Overview

This standard is about the skills and knowledge needed for you to identify current and future trends and drivers in the food and drink environment. Recognising trends and drivers in the food and drink industry is essential in maintaining business viability in the fast moving world of consumer goods. Consumers are influenced by a huge number of factors including health, food safety, sustainability and cost. Identifying these trends and drivers is a key skill if a food and drink business is to maintain its market share, increase its market share and remain financially sustainable. You will need the skills and knowledge to gather information and evaluate it, making informed decisions about its validity and relevance. You must also have the skills and knowledge to identify the key points in the gathered information that are relevant to the trends and drivers important to your food business. This standard is for you if you work in food and drink manufacture and/or supply operations and are involved in the identification of current and future trends and drivers in the food and drink environment.

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## Performance criteria

### *You must be able to:*

#### Gather information

1.  
identify internal and external sources of information for benchmarking ideas and scoping including customers, suppliers, regulatory authorities, competitors, different brands and additional sources relevant to the food and drink environment
2.  
gather information from a number of forms of information including web based sources, social media and trade fairs
3.  
find new, unused and innovative sources of information
4.  
utilise positive and negative customer feedback received either during development of a new product, at launch of a new product or through on-going dialogue with a customer
5.  
undertake research to source innovation and changes in production techniques, technical issues and raw materials
6.  
check information includes local, national and global issues
7.  
determine the relevance and validity of the data and/or information

#### Identify key information

8.  
decide which information is of most relevance to identifying trends and drivers
9.  
interpret the information and determine the specific trends and drivers
10.  
rank the trends and drivers in order of most to least importance

#### Collate and consult

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11.  
collate information
  12.  
produce a summary document
  13.  
consult with colleagues to confirm the validity of any assumptions  
and informed decisions
  14.  
amend summary document after consultation if required
  15.  
conform to organisational requirements for the presentation of the  
summary document

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## Knowledge and understanding

*You need to know and understand:*

1.  
source internal and external sources of information
  - 1.1  
collate information relating to current and future trends and drivers
  - 1.2  
why it is important to find new, unused and innovative sources of

IMPBG103

Identify current and future trends and drivers in the food and drink environment



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**Relevant Occupations** Administration, Associate Professionals and Technical oc,  
Business Management

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**Suite** Food Business Growth and Development

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