

# Formulas for Merchandising Math/Friendly Abbreviations

## Gross Margin (GM)

- $\text{Net Sales(NM)} - \text{Cost of Goods Sold(COGS)} = \text{Gross Margin(GM)}$

## Total Operating Expenses (TOE)

- $\text{Direct Expenses(DE)} + \text{Indirect Expenses(IE)} = \text{Total Operating Expenses(TOE)}$

## Markup (MU)

- $\text{retail price} - \text{cost} = \text{markup}$

## Markup % (MU%)

- $\text{Markup \% (MU\%)} = (\text{Retail Price(RC)} - \text{Cost(C)}) / \text{Retail Price(RP)}$

## Stock to Sales Ratio (S2S)

- $\text{Stock to Sales Ratio(S2S)} = \text{Retail Stock(RS)} / \text{Sales Period (SP)}$

## BOM Stock(BOMS)

- $\text{BOM Stock(BOMS)} = \text{Planned Sales(PS)} \times \text{Stock to Sales Ratio(S2S)}$

# Mathematics Of Merchandising

**Cynthia R. Easterling**



## **Mathematics Of Merchandising:**

Mathematics of Merchandising Albert P. Kneider, 1993 Presents a practical approach to mastering the various mathematical elements needed for operating a retail store The text includes a discussion of the financial aspects of the retail business

Math for Merchandising Evelyn C. Moore, 2001 Merchandising Math A Step by Step Approach Second Edition takes users step by step through the concepts of merchandising math It is organized so that the chapters parallel a career path in the merchandising industry It begins with fundamental math information and progresses through the forms and math skills needed to buy price and re price merchandise Later chapters provide information on creating and analyzing six month plans The final section of the text introduces math and merchandising concepts that are part of corporate buying offices Features of this text include a conversational tone that helps make the text easy to follow and understand Hints and worked out examples that help increase comprehension of the material Practical applications that help users apply the information to real world situations Practice exercises that give users opportunities for review and practice Calculator information that helps users solve math problems with a calculator

Merchandising Mathematics for Retailing Cynthia R. Easterling, 2013 For courses in mathematics for retail merchandising Written by experienced retailers Merchandising Mathematics for Retailing 5 e introduces students to the essential principles and techniques of merchandising mathematics and explains how to apply them in solving everyday retail merchandising problems Instructor and student friendly it features clear and concise explanations of key concepts followed by problems case studies spreadsheets and summary problems using realistic industry figures Most chapters lend themselves to spreadsheet use and skeletal spreadsheets are provided to instructors within the Instructor's Manual This edition is extensively updated to reflect current trends and to discuss careers from the viewpoint of working professionals It adds 20 new case studies that encourage students to use analytic skills and link content to realistic retail challenges This edition also contains a focused discussion of profitability measures and an extended discussion of assortment planning

*Mathematics of Merchandising* Frederic A. Egmore, 1943

**A Practical Approach to Merchandising Mathematics** Linda M Cushman, 2009-01-01 Basic Math Concepts Factors Affecting Profit Cost of Merchandise and Terms of Sale Reductions Calculating Basic Markup Markup and Pricing Strategy Valuation of Retail Inventory Six Month Plans Purchase Performance and Profitability Interviews with industry professionals on practical application topics like keys to anticipating stock turn trend spotting and timing CD ROM includes templates for specific computer spreadsheet problems and cases Real world examples store forms to compute practice problems Industry terminology and data reflected throughout the text and in the practice problems Easy to follow step by step presentations explain the derivations of formulas Instructor's Guide provides suggestions for planning the course and using the text in the classroom

**Merchandising Mathematics** Meridith Paidar, 1994 This guide of practical and proven math techniques for the retailer vendor or student of merchandizing combines retailer and vendor experience with real world examples formulas

and forms for all sizes of operations The building block format allows readers to gradually build knowledge understanding and skill regarding the mechanics involved in profitable merchandising

**Merchandising Mathematics** Antigone Kotsiopulos, Jikyeong Kang-Park, 1998 This textbook workbook software program is aimed at students and retail personnel who use merchandising math Beginning with markups and markdowns and ending with profit and loss statements the text covers concepts of increasing difficulty Easy to follow presentations give the reasons for using each mathematical concept and explain the derivations of the formulas step by step The primary formulas are highlighted The presentation of each basic concept includes a set of assignment problems in both the text and software for practice Instructor's Guide describes and explains the organization and elements of the text showing how to use the software in combination with the text It provides solutions to all assignments general overviews to the chapters objectives key terms additional learning activities quizzes and test banks Examples from the pages of WWD and other Fairchild publications show real life situations in which the mathematical concepts are applied A special bonus is a set of transparency masters that aid the instructor in presenting the major mathematical concepts in the classroom

**Mathematics of Retail Merchandising** Bernard P. Corbman, 1952

**A Practical Approach to Merchandising Mathematics** Linda M. Cushman, 2011 A Practical Approach to Merchandising Mathematics Revised 1st Edition is dedicated to helping students master the mathematical concepts techniques and analysis utilized in the merchandise buying and planning process Students will review basic maths concepts learn how to use typical merchandising forms become familiar with the application of computerized spreadsheets in retailing and recognize the basic factors of buying and selling that affect profit This peer reviewed new edition of the text brings together assortment planning vendor analysis markup and pricing and terms of sale into one comprehensive resource for students who will be involved with the activities of merchandise buying in the retail industry Introducing A Practical Approach to Merchandising Mathematics STUDIO an online tool for more effective study Study smarter with self quizzes featuring scored results and personalized study tips Review concepts with flashcards of terms and definitions Access downloadable spreadsheets and tables illustrating operational results inventory and merchandise plans Test your knowledge with review exercises covering key text concepts Redeeming the code inside this card will give you full access to the content previously contained on the DVD or CD packaged with this book This bundle includes A Practical Approach to Merchandising Mathematics Revised First Edition and A Practical Approach to Merchandising Mathematics STUDIO Access Card

**Merchandising Mathematics** Patrick A. Carlo, 1981-04-01

**Merchandising Mathematics** Patrick A. Carlo, Dennis H. Murphy, 1973

**Practical Merchandising Math** Leo Gafney, 1996-01-12 It's easier than you think to perform every retail math calculation quickly accurately and with confidence Mathematics is an essential tool for determining every financial arrangement important to a retail business Whether you're buying merchandise figuring business expenses pricing merchandise or recording transactions a solid working knowledge of practical calculating procedures is indispensable But don't worry we're not talking algebra

trigonometry or calculus just simple arithmetic you can perform using a calculator Practical Merchandising Math helps you teach yourself all the math you need to succeed in the retail industry You ll learn to calculate markon markup and markdown plan net sales purchases and stock turnover and determine expenses and gross margin You ll also learn the meanings of important terms and discover how the four retail areas where math is required buying selling expenses and record keeping are interrelated This easy to use guide Covers all financial considerations relevant to costing and pricing merchandise Includes sample calculations with solutions Features handy quick reference charts for standard markon percentages Presents material in short sections followed by self check practice exercises Don t let math phobia become a roadblock on your way to retail success Develop the skills you need quickly and easily with the help of Practical Merchandising Math

**Merchandising Mathematics Revised 1st Edition** Antigone Kotsiopulos, Joan Anderson, Jikyeong Kang-Park, 2008-05-13 Merchandising Mathematics Revised 1st Edition is a practical and easy to use text and software package The book covers everything from methods for maximizing profit using basic markups and markdowns through the elements involved in developing and monitoring the success of six month business plans Also covered are calculating and adjusting open to buy and the developing and monitoring of profit and loss statements **Merchandising Mathematics** Andrea L. Weeks, 1990 **Merchandising Mathematics** Meredith L. Paidar, 1994-01-01 **Merchandising Mathematics** Carlo, 1973-09-01 **A Practical Approach to Merchandising Mathematics Revised First Edition** Linda M. Cushman, 2011-03-30 A Practical Approach to Merchandising Mathematics Revised 1st Edition is dedicated to helping students master the mathematical concepts techniques and analysis utilized in the merchandise buying and planning process Students will review basic maths concepts learn how to use typical merchandising forms become familiar with the application of computerized spreadsheets in retailing and recognize the basic factors of buying and selling that affect profit This peer reviewed new edition of the text brings together assortment planning vendor analysis markup and pricing and terms of sale into one comprehensive resource for students who will be involved with the activities of merchandise buying in the retail industry PLEASE NOTE Purchasing or renting this ISBN does not include access to the STUDIO resources that accompany this text To receive free access to the STUDIO content with new copies of this book please refer to the book STUDIO access card bundle ISBN 9781501395406 STUDIO Instant Access can also be purchased or rented separately on BloomsburyFashionCentral.com **Merchandising Math for Profit** Murray Krieger, 1972 **Merchandising Math For Retailing, 4/E** Easterling, 2008-09 **Applied Mathematics for Merchandising and Teachers Key** Ruth Tolman, 1982-06-01 Includes a review of basic arithmetic concepts as they apply to business and distributive education as well as the mathematical essentials of retail merchandising

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