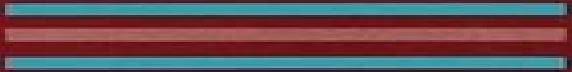


MANAGING RETAIL PRODUCTIVITY AND PROFITABILITY



DAVID WALTERS AND DOMINIC LAFFY



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Managing Retail Productivity and Profitability Dominic Laffy,David Walters,2016-07-27 Managing productivity and profitability in retailing has taken on a particular role since the onset of the recession of the late 1980s Productivity can be improved simply by rationalising low performing stores merchandise ranges and by reducing the number of suppliers and employees However this is not necessarily a long term solution The purpose of this text is to propose a means by which a more proactive approach may be taken to improving both productivity and profitability The book develops a model based upon management ratios typically used in retailing businesses for planning and control purposes The model encourages the use of existing performance data to evaluate overall company productivity and profitability together with performance characteristics of individual functions An additional feature of the approach is the facility to explore the impact of changes to the retail offer suggested by customer research responses To facilitate the use of the concepts and the model used a disk is also available containing the application of the model to a number of the case studies and a facility for the user to input their own data

A HANDBOOK OF RETAIL MANAGEMENT: PRINCIPLES & PRACTICES Dr.Dipa Mitra, Strategic

Retail Management Joachim Zentes,Dirk Morschett,Hanna Schramm-Klein,2016-10-07 This book is devoted to the dynamic development of retailing The focus is on various strategy concepts adopted by retailing companies and their implementation in practice This is not a traditional textbook or collection of case studies it aims to demonstrate the complex and manifold questions of retail management in the form of twenty lessons where each lesson provides a thematic overview of key issues and illustrates them via a comprehensive case study The examples are all internationally known retail companies to facilitate an understanding of what is involved in strategic retail management and illustrate best practices In the third edition all chapters were revised and updated Two new chapters were added to treat topics like corporate social responsibility as well as marketing communication All case studies were replaced by new ones to reflect the most recent developments Well known retail companies from different countries like Tesco Zalando Hugo Boss Carrefour Amazon Otto Group are now used to illustrate particular aspects of retail management

Retail Product Management Rosemary Varley,2014-08-21 Retailers must be primed to face increasingly difficult trading conditions thanks to the rise of the internet increasingly better informed consumers technological advances and an often competitive environment This established textbook now in its third edition helps to provide students with the necessary skills to understand and tackle these challenges Retail Product Management explains the importance of retailing as a customer focused activity and helps to provide students of courses such as Retail Marketing Retail Management and The Retail Environment with an excellent introduction to this important topic With an emphasis on the operational side this text incorporates features including expanded case vignettes questions for further discussion and application tasks It also includes a new chapter on ethical and sustainable retail product management Retaining the popular style and elements of the first two editions Rosemary Varley s Retail Product Management will

continue to find favour with students and lecturers involved with retailing

Mastering Fashion Buying and Merchandising Management Tim Jackson, David Shaw, 2017-03-14 The first academic textbook covering European retail fashion buying and merchandising. It provides a unique insight into best practice across the fashion industry

Successful Technological Integration for Competitive Advantage in Retail Settings Pantano, Eleonora, 2015-04-30 The advent of new technologies has been an impetus for rapid development in several industries including the area of retail services. These recent advances push industry leaders to infuse new innovations into their various systems and processes. **Retail Management** Barry Berman, Joel R. Evans, 2001

Agent-based Modeling and Simulation S. Taylor, 2014-08-27 Operational Research OR deals with the use of advanced analytical methods to support better decision making. It is multidisciplinary with strong links to management science, decision science, computer science and many application areas such as engineering, manufacturing, commerce and healthcare. In the study of emergent behaviour in complex adaptive systems, Agent-based Modelling Simulation (ABMS) is being used in many different domains such as healthcare, energy, evacuation, commerce, manufacturing and defense. This collection of articles presents a convenient introduction to ABMS with papers ranging from contemporary views to representative case studies. The OR Essentials series presents a unique cross section of high quality research work fundamental to understanding contemporary issues and research across a range of Operational Research OR topics. It brings together some of the best research papers from the esteemed Operational Research Society and its associated journals, also published by Palgrave Macmillan

Retailing Management William R. Davidson, Alton F. Doody, Daniel J. Sweeney, 1975

Understanding Retail Productivity by Simulating Management Practises Peer-Olaf Siebers, 2016 Intelligent agents offer a new and exciting way of understanding the world of work. In this paper we apply agent-based modeling and simulation to investigate a set of problems in a retail context. Specifically we are working to understand the relationship between human resource management practices and retail productivity. Despite the fact we are working within a relatively novel and complex domain it is clear that intelligent agents could offer potential for fostering sustainable organizational capabilities in the future. Our research so far has led us to conduct case study work with a top ten UK retailer collecting data in four departments in two stores. Based on our case study data we have built and tested a first version of a department store simulator. In this paper we will report on the current development of our simulator which includes new features concerning more realistic data on the pattern of footfall during the day and the week, a more differentiated view of customers and the evolution of customers over time. This allows us to

investigate more complex scenarios and to analyze the impact of various management practices **Retail Management**
Raymond A. Marquardt,James C. Makens,Robert G. Roe,1983 **California Management Review** ,1958 *Managers and Productivity in Retail* Robert D. Metcalfe,2023 Across many sectors research has established that management explains a notable portion of productivity differences across organizations A remaining question however is whether it is managers themselves or firm wide management practices that matter We shed light on this question by analyzing store level data from two multibillion dollar retail companies In this setting managers move between stores but management practices are set by firm policy and largely fixed allowing us to hone in on managers personal roles in determining store performance We find i managers affect and explain a large share of the variance of store level productivity ii negative assortative matching between managers and stores which may reflect both firms decisions and a selection driven bias that we characterize and argue might apply in other settings using movers designs iii managers who move do so on average from less productive to more productive stores iv female managers are less likely to move stores than male managers v manager quality is generally hard to explain with the observables in our data but is correlated with the ratio of full time to part time workers vi managers who obtain high labor productivity also tend to obtain high energy productivity revealing some breadth in managers skills applicability vii high performing managers in stable growth times are also high performing during turbulent times and viii exogenous productivity shocks improve the quality of initially low quality managers suggesting managers can learn We explain implications of these findings for productivity research **Retail Marketing Management** Michael R. Pearce,1992

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