

Retail and Merchandise Management



Concepts And Cases In Retail And Merchandise Management

Bruce Reinhart



Concepts And Cases In Retail And Merchandise Management:

Concepts and Cases in Retail and Merchandise Management Nancy J. Rabolt, Judy K. Miler, 1997 This combination textbook casebook brings the study of retail and merchandise management to life These ninety five cases present a wide variety of actual situations at all levels of management Readers are asked to analyze inside information on businesses ranging from small sole proprietorships to industry titans Each chapter begins with a detailed overview of the concepts raised allowing the book to be used alone or as a companion volume to another text Concepts and Cases in Retail and Merchandise Management Nancy J. Rabolt, Judy K. Miler, 1997-01 This combination textbook casebook takes the reader out of the classroom and into the real world bringing the study of retail and merchandise management to life These 95 challenging cases the majority of which were prepared by members of the American Collegiate Retailing Association and the International Textile and Apparel Association present a wide variety of actual situations faced by professionals at all levels of management Readers are asked to analyze inside information on businesses ranging from small sole proprietorships to industry titans such as The Limited Gap and Wal Mart Each chapter begins with a detailed overview of the concepts raised by the accompanying cases allowing the book to be used alone or as a companion volume to another text of your choice Instructor s Guide includes alternative solutions for all cases along with their advantages and disadvantages **Concepts and Cases in Retail and Merchandise Management** Nancy J Rabolt, Judy K Miler, 2009-01-01 Merchandise Management Roles and Responsibilities Retailing Formats and Structures Merchandise Store Positioning Merchandise Characteristics Merchandise Planning Buying Control and Profitability Sourcing Buyer Vendor Relationships Sales Promotion Advertising and Visual Merchandising Personal Selling and Customer Relations Entrepreneurship and Small Business Ownership Ethics and Legal Behavior in Merchandise Management Expanded coverage of technology sourcing branding private labels and ethical and legal behavior in retail management Additional student activities related to each case study Instructor s Guide provides suggestions for planning the course and using the text in the classroom *Mastering the Dynamics of Apparel Innovation* Christian Simoni, 2003 Retailing Paul L. Pfeiffer, 1982 **Consumer Behavior** Michael R. Solomon, Nancy J. Rabolt, 2004 Fashion is a driving force that shapes the way we live it influences apparel hairstyles art food cosmetics cars music toys furniture and many other aspects of our daily lives that we often take for granted Fashion is a major component of popular culture one that is everchanging With a solid base in social science and in economic and marketing research Consumer Behavior In Fashion provides a comprehensive analysis of today s fashion consumer Up to date thought provoking information is presented in an engaging everyday context that helps students business people and scholars understand how fashion shapes the everyday world of consumers Among other special features this comprehensive text Starts each chapter with a consumer scenario used to analyze concepts covered in the chapter Relates consumer behavior concepts specifically to fashion products and processes Integrates the rapidly evolving domain of fashion e commerce Uses numerous fashion ads

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