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About Retail Buying

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This comprehensive book provides students with the skills and savvy needed to become successful buyers in any area of retail. Its simple and straightforward approach presents step-by-step instructions for typical buying tasks, such as identifying and understanding potential customers, creating a six-month merchandising plan, and developing sales

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Retail involves the sale

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of goods from a single point (malls, markets, department stores etc) directly to the consumer in small quantities for his end use. In a layman's language, retailing is nothing but transaction of goods between the seller and the end user as a single unit (piece) or in small quantities to satisfy the needs of the ...

Understanding

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Retail buyers need to have a strong foundation in math concepts that involve decimals, percentages and fractions. You will learn how to add, multiple and divide decimals and then convert them to fractions and percentages. These basic concepts are the foundation for buying, planning and allocating

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retail merchandise.

**Basic Math Concepts
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Retail math is used daily in various ways by store owners, managers, retail buyers, and other retail employees to evaluate inventory purchasing plans, analyze sales figures, add-on markup, and apply markdown pricing to

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plan stock levels in the store. Although most accounting programs do the math for you, as a business owner or accountant you should know the most common retail math formulas ...

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People like buying stuff from Amazon because it's (increasingly) fast

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Use these 10 retail selling tips to make sure you get the most from yourself and your sales team: 1. Set the expectation. Before you clock-in or step on the sales floor stop yourself and do an expectation check. What are you concentrating on? Will customers be hostile, mean, penny-pinching

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lookie-lous or will it be
a fun day helping
people buy ...

10 Retail Selling Tips

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