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The overall text is a great, one-stop-solution to teach both buying concepts and actual retail math execution." ?John Conte, Wade College, USA "The text has good information relating to a buyer's role in retailing. . . A good text for a Basic Buying course." ?Marla Green, LIM College, USA

Retail Buying: From Basics to Fashion: Clodfelter, Richard ...

About Retail Buying 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 forecasts.

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Retail Buying: From Basics to Fashion by Richard Clodfelter

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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 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 ...

The Top 15 Retail Math Formulas Every Retailer Needs to Learn

Part I Understanding the Retail Environment Where Buying Occurs 1. Today's Buying Environment 2. The Buying Function in Retailing 3. Buying for Different Types of Stores PART II Getting Ready to Make Buying Decisions 4. Obtaining Assistance for Making Buying Decisions 5. Understanding Your Customers 6. Understanding Product Trends: What ...

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Retail involves the sale 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 Retail - What is Retail

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Learn the skills needed to become a successful buyer in any area of retail. The book has step-by-step instructions for typical buying tasks, such as identifying and understanding potential customers, creating a six-month merchandising plan, and developing sales forecasts.

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Retail Buying: From Basics to Fashion 4th Edition Richard Clodfelter. Terms in this set (17) Buying Office. is an organization that provides consulting services to retailers. (Essentially, serves as researcher and adviser to save the store buyer time and money.) Commission (merchandise broker) buying office.

Retail Buying: Chapter 4: Obtaining Assistance for Making ...

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A career as a retail buyer can be rewarding, with diverse and interesting day-to-day job requirements. Retail buyers are responsible for finding, negotiating, and purchasing merchandise sold in stores. It is a fast-paced job that requires knowledge of the retail industry as well as the basics of business.

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