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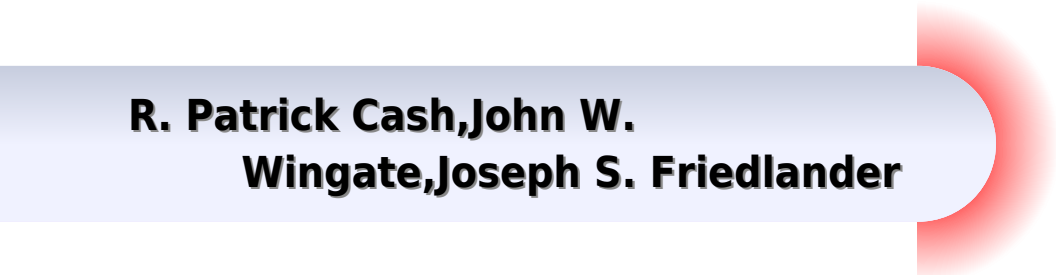
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Retail Truths The Unconventional Wisdom Of Retailing

**R. Patrick Cash, John W.
Wingate, Joseph S. Friedlander**



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fashion and textiles industry Highlighting a range of pertinent topics such as marketing consumer behavior and value creation this book is an ideal reference source for academics professionals researchers students and practitioners interested in emerging trends in global fashion and textile management Manuale di neuromarketing Caterina Garofalo,Francesco Gallucci,Mariano Diotto,2021-02-05T00:00:00+01:00 Il neuromarketing si propone di indirizzare ispirare e guidare le aziende e le organizzazioni a comprendere in modo pi profondo e connesso alle trasformazioni culturali sociali ed economiche i bisogni le attese e i desideri delle persone per favorire il miglioramento continuo delle proprie strategie di marketing di comunicazione di management e di brand equity Questo manuale vi accompagner nel viaggio che partendo dal racconto delle basi scientifiche del neuromarketing e della sua genesi vi condurr a scoprire tutti i possibili ambiti di riferimento e le nuove frontiere di applicazione come il neuro design thinking il neurobranding il neuroselling il neuroretail il neuromanagement la neuroleadership la neuroeconomia e la neuroetica What Were They Thinking? Jeffrey Pfeffer,2007-07-10 Every day companies and their leaders fail to capitalize on opportunities because they misunderstand the real sources of business success Based on his popular column in Business 2 0 Jeffrey Pfeffer delivers wise and timely business commentary that challenges conventional wisdom while providing data and insights to help companies make smarter decisions The book contains a series of short chapters filled with examples data and insights that challenge questionable assumptions and much conventional management wisdom Each chapter also provides guidelines about how to think more deeply and intelligently about critical management issues Covering topics ranging from managing people to leadership to measurement and strategy it s good organizational advice delivered by Dr Pfeffer himself **The Asian Insider** Michael Backman,2004-04-05 Knowledge of Asian business is dominated by conventional wisdom much of which has achieved the status of myth Bestselling author Michael Backman has researched beneath the surface to reveal the things that you need to know about Asian business and society Using a wealth of examples case studies and anecdotes he provides a revealing and unconventional picture based around key business themes Business business culture and culture are entwined to draw the reader from the outside into becoming an Asian insider Written in the author s direct sharp style The Asian Insider is a fascinating read for anyone wishing to get to grips with Asian business and understand how Asia really works Management of Retail Buying R. Patrick Cash,John W. Wingate,Joseph S. Friedlander,1995-01-23 The end objective of buying and merchandising is to achieve sales and gross margin objectives through effective merchandise management of a department or group of departments from Management of Retail Buying Third Edition There is more to retail buying than simply forecasting consumer demand The successful buyer employs a complex constellation of skill art and careful study to plan and manage the flow of merchandise from the wholesaler or marketer to the consumer This book contains the combined wisdom knowledge and hard won savvy of three of the world s foremost authorities on managing retail buying each of whom brought a lifetime of experience to the creation of this third edition of the most important book in every retail buyer s library

This comprehensive volume covers every aspect of retail buying from targeting desired consumers and purchasing goods tailored to their tastes and needs to negotiating with vendors managing inventory and using computers to expedite the buying process. Management of Retail Buying is organized into three parts. The Buying Process Planning and Managing Merchandise Assortments and Where and How to Buy. Part I features an overview of the buyer's milieu a look at how the buying process can be organized and controlled and in depth descriptions of the several types of buying groups how they function and their similarities and differences. Part II focuses on the keys to understanding the consumer forecasting demand and using that forecast as a basis for selecting merchandise. Because retailers of staple goods face a very different set of objectives and problems from retailers of fashion and seasonal merchandise separate chapters are devoted to planning and control of assortments in these different types of establishments. The book's final section examines the world of suppliers vendors price negotiations order placement special services from vendors and actual acquisition of the merchandise. The authors provide authoritative and timeless advice on competitive strategies and tactics foreign buying controlling the logistical factors that lie between the purchase of goods and their delivery to the point of sale and much more. Whether you're a seasoned retail veteran or a student or novice hoping to make retailing your life's work Management of Retail Buying Third Edition is destined to become the most highly prized volume on your bookshelf. The standard text reference for retail buying and merchandising is now revised expanded and updated for the 1990s and beyond. This Third Edition of one of the classics in retailing literature combines the timeless wisdom of three of the industry's giants with a detailed examination of the current state of the retailer's art. It provides comprehensive coverage of every aspect of retail buying and how to manage the buying process in order to maximize profits and minimize losses. It also offers in depth discussions of the numerous skills and techniques needed to succeed as a buyer or merchandise manager in today's competitive retail environment including Organizing and controlling the buying process Understanding consumer demographics and psychographics Identifying consumer trends and forecasting demand Analyzing and interpreting sales records Planning and control of merchandise assortments Using computers to increase competitiveness Shopping vendor lines and negotiating prices and services And much more.

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