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concepts and actual retail math execution. □  
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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-

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month merchandising  
plan, and developing  
sales forecasts.

Fashion 4th

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students with step-by-step instructions for typical buying tasks, such as identifying and understanding potential customers, creating a six-month merchandising.

Retail Buying: From Basics to Fashion by Richard Clodfelter

Retail Buying: From Basics to Fashion.

Retail Buying. : In this  
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straightforward  
approach to preparing  
students for  
merchandising careers  
in retailing, students are  
presented with step-by-  
step...

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Richard Clodfelter ...

Retail math is used daily  
in various ways by store  
owners, managers, retail

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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

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retail math formulas ...

Basics To

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

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Decisions 4. Obtaining

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Understanding Your

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Understanding Product

Trends: What ...

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Central - - Retail

Buying From Basics ...

Retail involves the sale

of goods from a single

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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 ...

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### Understanding Retail - What is Retail

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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Today's Buying

Environment -- The

Buying Function in

Retailing -- Buying for

Different Types of

Stores Getting Ready to

Make Buying Decisions

-- Obtaining Assistance

for Making Buying

Decisions --

Understanding Your

Customers --

Understanding Product

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Trends: What  
Customers Buy  
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-- Forecasting --

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comprehensive book

provides students with

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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.

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

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basics of business.  
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