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Amazon.com: Customer reviews: Isn't it Obvious: Retailing ...
By Elyahu M. Goldratt with Ilan Eshkoli and Joe Brownleer. This book does for retailing what Goldratt's international best seller The Goal did for manufacturing.. A breakthrough solution is exposed when some unexpected events force Caroline and Paul, a married couple working for their family's retail business, to make a few small changes in the way things are done.

Isn't It Obvious? – The North River Press
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THIS BOOK DOES FOR RETAILING WHAT GOLDRATT'S INTERNATIONAL BEST-SELLER, "THE GOAL," DID FOR MANUFACTURING.A breakthrough solution is exposed when some unexpected events force Caroline and Paul, a married couple working for their family's retail business, to make a few small changes in the way things are done. A solution that propels the family's regional chain of stores into a very profitable, rapidly growing, international enterprise. If there is a hint of Jonah, from THE GOAL, reappearing in this novel, it is Henry, the soon-to-retire president and majority owner of the company who logically states that, "if you do not deal directly with the core problem, don't expect significant improvement." Eli Goldratt's Theory of Constraints is woven throughout this book but answers are not handed to you. The reader, along with the characters in the book, work through the process together to discover solutions.The elegant but simple solutions give the reader that sensation that followers love about Goldratt: "Ah-ha! Now I get it!" And that's when Goldratt says: "Isn't It Obvious?"

Retail Crime, Security, and Loss Prevention is destined to become the "go to" source of crime- and loss prevention- related information in the retail industry. Written and edited by two nationally recognized retail security experts and enhanced with 63 contributions by others who contribute expertise in specialized areas, this book provides over 150 definitions of loss prevention terms, and discusses topics ranging from accident investigations, counterfeit currency, emergency planning, and workplace violence to vendor frauds. No other single work contains such a wealth of retail security information. The co-authors are Charles "Chuck" Sennewald, CSC, CPP, former Director of Security at The Broadway Department Stores, a major division of Carter Hawley Hale Stores, Inc., founder of the IAPSC and author of numerous security industry books, and John Christman, CPP, former VP and Director of Security for Macy's West. They have put in one book a wealth of information, techniques, procedures and source material relative to retail crime and loss prevention which will prove an invaluable reference work for professionals at all levels within the industry. Tables, current industry figures, and statistics fully articulate the impact of loss prevention and theft in the retail setting Case examples from the authors' own experience illustrate real-world problems and connect theory to practice The most complete book available on retail security

Retailers today are drowning in data but lacking in insight: They have huge volumes of information at their disposal. But they're unsure of how to sort through it and use it to make smart decisions. The result? They're struggling with profit-sapping supply chain problems including stock-outs, overstock, and discounting. It doesn't have to be that way. In The New Science of Retailing, supply chain experts Marshall Fisher and Ananth Raman explain how to use analytics to better manage your inventory for faster turns, fewer discounted offerings, and fatter profit margins. Featuring case studies of retailing exemplars from around the world, this practical new book shows you how to:
· Mine your sales data to identify "homerun" products you're missing
· Reinvent your forecasting and pricing strategies
· Build end-to-end agility into your supply chain
· Establish incentives that align your supply chain partners behind shared objectives
· Extract maximum value from technologies such as point-of-sale scanners and customer loyalty cards Highly readable and compelling, The New Science of Retailing is your playbook for turning all that data into a wellspring for new profits and unprecedented efficiency.

Saturated markets, a decreasing valuation of fashion by a part of consumers paired with missing impulses by some companies has brought along a crisis in retail, especially in Europe. Changing consumer demand, customer sophistication, customer empowerment via the internet and rapid industry change are just a few challenges global retailers are facing today. The consequence is big pressure on prices and margins and a need for process excellence. As in the 1990s the American and European automotive industry struggled with similar challenges, a concept named lean production was imported from Japan. It helped some Western automotive companies, like Porsche, and big parts of industry to find their way back on the path of success. Is the route to success via lean production exclusive to industry? Or might retailers today benefit from lean production philosophy? In this book Simon Fauser approaches these questions by analysing lean production philosophy, extracting lean principles and applying these to retail and its challenges.

The new, Seventh Edition of RETAILING combines the text's signature in-depth coverage of fundamental retailing principles with cutting-edge updates on the latest trends and practices in today's fast-paced retail market. Packed with real-world examples and behind-the-scenes insights, the text vividly captures the excitement of the high-energy retail trade, with special emphasis on the impact of the Internet and continuing changes in the global economy. Authors Dunne, Lusch, and Carver draw on their expertise as seasoned instructors and retail authorities, including abundant, real-world examples and case studies to help students understand the intricacies of retail management. Endorsed by the National Retailing Federation, RETAILING features a conversational writing style and a vibrant, full-color format with strong student appeal, as well as a streamlined structure of just 14 chapters that can easily be covered in one term. The text also includes a built-in study guide with review questions, writing and speaking exercises, cases covering diverse retail operations, a computer spreadsheet case, and other activities to give students hands-on experience applying key concepts and developing the creativity and analytical skills required for a successful career in the retail industry. In addition, challenging Planning Your Own Retail Business exercises focus on problems small business managers and owners face in day-to-day operations, helping students appreciate the financial impact of retail decisions. Without oversimplifying or skimming on content, this engaging, student-friendly text clearly conveys how fun, exciting, challenging, and rewarding a career in retailing can be. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

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