

# Mathematics Retail Buying Bette Tepper

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mathematics for retail buying 9th edition introduces merchandising and retailing students to the most important concepts in retail math through step by step examples with practice problems and solutions coverage begins with the skeletal profit and loss statement and moves through retail pricing and repricing of merchandise markups markdowns the retail method of inventory six month and assortment planning this extensively updated edition introduces a practical approach that incorporates actual retail scenarios and concepts that are relevant to the fashion industry today the book focuses on mathematical factor that affects the gross margin and profitability key to the success of any merchandise buyer or planner this book integrates current retail business metrics and a focus on the six month planning process including an assortment planning section with examples

mathematics for retail buying 8th edition introduces merchandising and retailing students to the most important concepts in retail math through step by step examples with practice problems and solutions coverage begins with the skeletal profit and loss statement and moves through retail pricing and repricing of merchandise markups markdowns the retail method of inventory six month and assortment planning this extensively updated edition introduces a new co author and a practical approach that incorporates actual retail scenarios and concepts that are relevant to the fashion industry today the book has been reorganized into six chapters each covering a mathematical factor that affects the gross margin and profitability key to the success of

any merchandise buyer or planner the new edition also integrates current retail business metrics and an increased focus on the six month planning process including a new assortment planning section with examples new to this edition reorganized chapters 1 and 6 reflect the order of prior editions and open the textbook with the discussion of merchandising for profit and profit and loss concepts chapter 5 six month planning and components expanded to include more coverage of assortment planning with a new formulating a six month plan case study more than 50 of practice problems in each chapter are new or have been updated to reflect current industry practice includes 4 new case studies that illustrate practical retailing situations and common obstacles and difficulties encountered in real life merchandising features all applicable concept problems are expressed in spreadsheet as well as traditional arithmetic format select answers at the end of the book helps students check their understanding as they complete practice problems key concept formulas at the beginning of each chapter and a complete glossary of concept formulas at the end of the book provide easy reference mathematics for retail buying studio study smarter with self quizzes featuring scored results and personalized study tips review concepts with flashcards of terms and definitions and key formulas practice your skills by computing practice problems from the text now available digitally with formulas embedded in the excel spreadsheets enhance your knowledge with additional real world case studies and activities for each chapter instructor resources answer manual provides demonstrative step by step solutions to all practice problems test bank offers exams for each chapter powerpoint presentations provide a framework for lecture and discussion this bundle includes mathematics for retail buying 8th edition and mathematics for retail buying studio access card

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the best retail buying book available it combines concepts with actual calculations this provides you with a better understanding of the topics katherine annette burnsed university of south carolina usa learn the skills needed to become a successful buyer in any area of retail this 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 it covers math concepts throughout and shows you how to analyze and interpret data with practice problems to prepare you for the professional you'll also learn about important retailing trends including global buying and sourcing omni channel retailing online retailing mobile technologies and social media studio resources study smarter with self quizzes featuring scored results

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buying for retail is a demanding and challenging job that requires a creative flair a strong awareness of fashion trends life trends as well as good interpersonal and team working skills buyers and merchandisers have to ensure that the right merchandise is being sent to the right stores at the right time in the right quantities this takes a blend of forward planning and rapid response to consumer demands in combination with the other areas of the business success comes from maximizing profit which is achieved through anticipating customer needs and responding rapidly to immediate issues it involves complex data analysis liaison with the stores operation teams and balancing store stock levels to succeed as a professional buyer you will need strong analytical and numerical skills an interest and understanding of consumer demands and strong commercial awareness you also need to have an ability to understand and prioritize issues quickly and efficiently progression into the merchandising function also involves the ability to manage change the better equipped you are in your buying function the better you will be able to adapt to these changes the best change of all is to graduate from a good buyer to an outstanding one to handle the complexity of data and to

enable you to contribute effectively in the critical role of a buyer you need the right skill sets and a right mind set both of which can be learned in the art of retail buying this easy to read guide is written in a concise pictorial style with colorful images that enables you to follow step by step each function of a buyer the art of retail buying will inspire you motivate you and encourage you towards merchandising excellence

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