Record Nr. UNINA9910459337303321 Autore Chunawalla S. A. **Titolo** Contours of retailing management [[electronic resource] /] / S.A. Chunawalla Pubbl/distr/stampa Mumbai, : Himalaya Pub. House, 2009 **ISBN** 1-282-80180-5 9786612801808 1-4416-6151-4 93-5043-432-6 600-00-2724-9 Edizione [Rev. ed.] Descrizione fisica 1 online resource (207 p.) Disciplina 658.87 Soggetti Retail trade - Management Electronic books. Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Description based upon print version of record. Nota di contenuto COVER: CONTENTS: INTRODUCTION TO RETAILING: RETAIL ORGANISATION: RETAIL THEORIES AND FORMATS: RETAIL PLANNING: STORE LOCATION: STORE DESIGN AND LAYOUT: SUPPLY CHAIN MANAGEMENT (SCM); CUSTOMER SERVICES; PRICING OF MERCHANDISE; ADVERTISING AND PROMOTION: HUMAN RESOURCES IN RETAILING: RETAIL ACCOUNTING; UNDERSTANDING CONSUMER BEHAVIOUR; IT IN RETAILING: BRAND MANAGEMENT IN RETAILING: DISTRIBUTION AND RETAILING: OPERATING A RETAIL BUSINESS: INTERNATIONAL RETAILING Sommario/riassunto Indian retailing reminded one of the sweat shops run by half-educated gentlemen and ladies on meagre finance mostly raised by pawing one's family silver or borrowing at exorbitant rates and supplemented by own savings. Goods piled and stacked up haphazardly littered these pigeonholes. The customers were separated from the goods by counter and battalion of salespeople. The whole scene has changed dramatically in the last 10-15 years. We have world-class malls housing swanky stores. The stores are run by highly educated entrepreneurs and well organised corporates. The salespersons are

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