

# Grande Prairie Regional College

## Business Administration

### Course Outline

#### BA 2080 RETAILING AND MERCHANDISING 3(3-0-0)

Winter 2005

**INSTRUCTOR:** Trevor Thomas  
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**TEXT:** Canadian Retailing, Fourth Edition, Laroche, M., McDougall, G.H.G., McGraw-Hill Ryerson Limited, 2000.

**SUGGESTED READING:**

Radical Marketing, Hill, Sam, Rifkin, Glenn, HarperCollins Publishers Inc., 1999.  
Power Retail, Stevenson, L.N., Schlesinger, J.C., Pearce, M.R., McGraw-Hill Ryerson Limited, 1999.

**PREREQUISITE:** BA 1090 or consent of instructor.

**COURSE DESCRIPTION:**

This course examines the field of retailing and merchandising from a practitioner's point of view. Mixing lectures with case studies and the examination of existing retail sites, an understanding of the following concepts is developed: what is retailing, what is merchandising, store layout and design. Some different approaches to retailing, customer services, and entrepreneurship are also discussed. Guest lecturers will be used.

**COURSE OBJECTIVES:**

1. To understand the retail customer - motives for shopping, the purchase process, influences on the customer.
2. To develop the retail strategy and the mindset to go with it.
3. To learn and understand about some different approaches to the Retailing.
4. To learn how to evaluate strategies.

**ATTENDANCE:** The student is expected to attend classes on a regular basis and contribute to the activities and discussions that take place.

**MARKS:** Marks will be distributed in the following manner:

Mid term:	30%
Projects:	30%
Final Exam:	30%
In Class:	<u>10%</u>
Total:	100%

**PROJECTS:** Students will be expected to visit various retail outlets in Grande Prairie. There will be class and individual meetings with retailers. Students are expected to write a short report on their findings from visits. Generally visits will be arranged well in advance so students will have time to make appropriate arrangements.