



Driving Retail Profitability

Melbourne

17 April 2007 and 24 July 2007

Sydney

6 September 2007

The 1-day Driving Retail Profitability program is designed to improve the financial competence of those within retail organisations who have responsibility for achieving financial outcomes but who may not necessarily have a background in finance.



Driving Retail Profitability

Overview

The program equips participants with a better understanding of the impacts their decisions have on productivity and profitability. Key measures of financial productivity are examined as well as the means by which they can be used to improve business performance. It is particularly suited to buyers and store or department managers. Participants complete practical examples to gain an understanding of how these measures work and to develop the confidence to apply them in their own business.

Objectives and content

After completion of this program, participants will have an understanding of:

- The drivers of profitability in retail businesses
- Interpreting statements of financial performance and financial position
- How to improve return on shareholders funds
- How better to evaluate and improve stock, labour and space productivity and profitability
- Benchmarking key performance indicators.

The program agenda will be centred on the following topic areas:

Managing retail performance

- Principles of effective benchmarking
- Identifying and using key performance indicators.

Driving returns on inventory, space and labour

- The Strategic Resource Management Model
- Measuring and improving inventory productivity
- Pricing and inventory productivity
- Measuring and improving space productivity
- Calculating the ratios for your own business
- Using the model for store comparison.

Retail financial management

- Understanding profit and loss and the balance sheet
- Markdowns, margins and profitability
- The Strategic Profit Model; financial structure, how margin management, asset management and financial gearing determine shareholders' returns
- Application of the model to local public companies
- Critical importance of cash flow management.

Who should attend?

Suitable for:

- Buyers and planners
- Store and department managers
- Trainee managers
- Those who want foundational understanding of retail finance.

Delivery

The program is conducted in an interactive workshop style by an experienced ACRS facilitator, using practical exercises and role plays designed to complement on the job learning.

This program is also available as a customised in-company program offering flexibility in timing, content and venue at a negotiated price.

Dates, venues and fees

Date	17 Apr & 24 Jul	6 Sept
Location	Melbourne	Sydney
Time	9am – 5pm	9am – 5pm
Course Fee	\$695 for ACRS Members and Research Sponsors, \$750 for non-members. All prices include GST.	

Information and registration

For further information please contact Program Directors Andrew Cavanagh or Marni Ladd at the ACRS. To register please complete the attached registration form and return to the ACRS by fax or mail.

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