THE AUSTRALIAN CENTRE FOR
RETAIL STUDIES

Store Management Forum

Monash University, Caulfield

26th October 2006, 8.15am – 12.30pm

A unique opportunity for store managers to get up to speed with key developments in the retail marketplace. Experienced presenters will share expertise on retail sector performance, the changing consumer, global and national retail trends, and tips for business improvement.

MONASH University
Business and Economics

Store Management Forum

Overview

This half day seminar is aimed at retail store management, and incorporates a series of presentations from retail industry experts and commentators which will provide an invaluable development opportunity for those responsible for the successful running of retail stores.

Objectives and content

This event will increase the retail marketplace awareness of store managers, and provide a wider context for their store-based activities. The agenda will be centred on the following topic areas:

Global retail trends

- Outstanding global retailers
- Key trends in technology, marketing and merchandising.

The changing retail landscape

- Overview of the evolving Australian retail environment.

Sector performance, predictions and priorities

- In-depth analysis of key financial sector performance indicators
- Exploration of tangible implications for retailers.

The changing consumer

- Analysing the mindset, values and priorities of the Australian consumer: unique survey findings.

Employment and employees

- Key issues within the recruitment, development and retention arenas from the employees point of view.

Operational priorities and lessons

- How to make a difference at the store level: service, sales, profitability and culture.

Who should attend?

This seminar has particular appeal for those in the direct retail environment, including:

- Retail managers from every sector
- Shopping centre management
- Retail traders association members.

Presenters

Australian Centre for Retail Studies (ACRS) presenters and respected consultants who work closely with retailers will provide the latest retail information and practical insights into the dynamic and evolving retail marketplace in Australia.

Date, location and fees

Date	Thursday October 26 2006
Location	**Melbourne** Link Theatre, Monash University Caulfield Campus, Level 2 Building S, 26 Sir John Monash Drive, Caulfield East, Victoria
Time	8am for 8.15am-12.30pm. Includes morning tea and coffee on arrival
Fees	Non ACRS members: $295* per participant ACRS members: $265* per participant *includes GST

Information and registration

For further information please contact Program Director Steve Ogden-Barnes at the ACRS. To register, please complete the enclosed registration form and return to the ACRS by fax or mail.

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