



# 6one5

6one5® is a retail consulting and training company that specializes in developing the retail acumen of store owners, managers, frontline staff and retail professionals. We have worked with companies all over the globe including USA, Asia, China, Europe, Middle East, Canada and South America.

We create extraordinary results using our 6one5® philosophy.

This says that when you:

Increase sales by 6%

Improve margin by 1%

Reduce costs by 5%

You can achieve up to double the current profit of your stores.



Mini MBA of Retail Management

Developing Store Managers to be successful through understanding all aspects of running a profitable store

## Mini MBA of Retail Management

### Target Audience

The Mini MBA of Retail Management from 6one5® Retail Consulting is designed for retail professionals looking to improve their skills in retail management. It has been designed for individuals in head office, area managers, store managers, supervisors, department heads & sales people who want to advance their career.

### Objectives of the Program

The Mini MBA of Retail Management is designed to provide learners with the capability to successfully run a profitable retail store. The programs are outcome focused, interactive and cover the following key management areas: Leading and Coaching Your Team, Managing the Finances of Your Retail Business, Visual Merchandising, and Sales and Service.

Typical retail training programs can have their limitations in that the training is generic rather than linked to your store operations and growth strategy. Our suite of retail management programs allows you to apply the teachings to your store through practical and outcome focused activities



### Study Time

6-8 hours



## Course Overview

The Mini MBA of Retail Management consists of four programs:

1. Leading and Coaching Your Team
2. Managing the Finances of Your Retail Business
3. Visual Merchandising
4. Sales and Service
5. Customer Relationship Development
  - Promotional Calendar and Planning
  - How to develop a website for your store
  - Creating loyal customers by utilizing a customer database

The courses are available individually. Each course takes between 1-2 hours to complete, for a total of up to 8 hours of learning, depending on the user. A user license is valid for 1 year. "science", the math, of projecting and controlling inventory.

## Benefits of 6one5® eLearning

### 1. 6one5® eLearning is Unique

The 6one5 suite of eLearning programs are unique. They entertain and are interactive. Unlike traditional and boring eLearning, we have created high quality eLearning that is suited to the digital era. We use a number of different mediums to make the learning experience a memorable one, with interactive activities, takeaways and voiceover to guide you through the entire course.

### 2. Business Outcome Focused

This course is about delivering business outcomes and doesn't just focus on what to do, but gives you the practical skills which can be implemented in your selling approach with customers. Completing the course and effectively applying the principles will lead to increased sales for you and the business.

### 3. Proven Global Training

6one5 Retail's courses have been developed from extensive global research and benchmarking. They are based on our experience of training 30,000 retail managers and sales people over the last 10 years. The eLearning programs have been delivered in 11 languages to retail and consumer goods companies across the globe.

## Other Courses Available from 6one5®

Best Practice Sales and Service Skills

Managing the Finances of Your Retail Store

Advanced Visual Merchandising

Retail Leadership and Coaching

Promotional Planning and Calendar

How to develop a website for your store

Creating loyal customers by utilizing a customer database

