

Program Contents

- **Merchandising**
 - Operational merchandising
 - Visual merchandising
 - Impulse merchandising
- **Fixtures**
 - Fixtures can support a positive retail experience
 - Fixtures can make stores easier to shop
 - Welcome to our store, new associate
 - Basic fixtures
 - Fixture types
 - Reviewing fixtures
 - Fixtures learning game
- **Recovery**
 - Merchandising recovery
 - Recovery is ongoing
 - A day in the life of a retail associate
- **Stocking and store resets**
 - Store associate skills
 - Vivid Plan-o-gram
 - Stocking after hours
 - Stocking during store hours
 - Practice activity
- **Typical merchandising tasks**
 - Store associate
 - By user
 - Sales associate
 - Stock handler
 - Cart wrangler
 - Roles of the store associate

Other Courses Available from Retail Training.com

- Appearance and Attitude
- Becoming a FAB-ulous Sales Associate
- Big Ticket Sales
- Cashier Service Basics
- Consultative Selling
- Demonstrative Selling
- Greeting Customers
- Impulse Merchandising
- Project Selling
- Retail Sales Transaction
- Selling on the Phone
- Structured On-The-Job Training
- Suggestive Selling
- We're All Different
- Welcome to Retail

Other Academy Courses You Might Find Helpful

- Retail WIKI (Martec)
- Customer Service Essentials (You Achieve)
- Selling Essentials (You Achieve)
- Best Practice Sales and Service Skills (6one5)
- Advanced Visual Merchandising (6one5)

Impulse merchandising is a good follow on to this class.

