



## 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)

Impulse merchandising is a good follow on to this class.