

# Modern Buying & Merchandise Planning Practices



## The science behind better buying, stronger negotiation skills and merchandise planning

'Modern Buying & Merchandise Planning Practices' is a 3 day programme specifically designed for owners, buyers and merchandise planners. Buying and merchandise planning is the single most controllable source of profit and cash flow.

### **Module 1: Merchandise Planning – The Science Behind Buying**

This module focuses on appreciating what impact buying decisions have on a retailer's profitability, how to organise the buying team, what areas need to be planned and measured in order to grow profits and minimise stockholding. Planning *before* opening the company cheque book!

### **Module 2: Better Buying & Negotiating Strategies**

Learn how to build ranges, recognise trends, get the right mix of low and higher margin items, negotiate with suppliers and ensure that the right quantities are bought to sell through at a maximum gross margin.

### **Module 3: Understanding Successful Stock Management**

Discover how to maximise availability and predict future stockholdings so that you can take action to minimise markdowns. This module covers product listings, call off orders, open to buy, controlling stock levels, key line plans and supplier replenishment including automatic replenishment.

### **e-Learning Support**

Each of these modules is supported by a world class e-learning course where delegates can complete challenging assessments. In addition, delegates will receive free working templates to use immediately to ensure rapid payback.

**About the Trainer** - John Hogan has 24 years of retail experience in both the UK and Ireland in Fashion, Convenience, Department Store and Sports retailing. John worked in Heaton's Department Stores for 13 years where he was instrumental in modernising buying practices and the establishment of a strategic Merchandise Planning division.

## WHO SHOULD ATTEND | FEE

**Owners | Buyers | Merchandise Planners**

**Limited to 25 Places | Cost to REI Members - €650**

## DETAILS

**Where:** Crowne Plaza Blanchardstown Hotel | Blanchardstown | Dublin 15

**When:** Module 1: Wednesday 29th February | Module 2: Wednesday 14th March | Module 3: Wednesday 18th April

**Time:** 09.00 - 16.30

**Payment:** Please post, e-mail or fax this Booking Form accompanied by payment details on or before Friday 17th February to:

**Post:** REI | 1 Barrack Street | Ennis | Co Clare. **Email:** [helen@retailexcellence.ie](mailto:helen@retailexcellence.ie) | **Fax:** 065 6892451 | **Tel:** 065 6846927

- Payment must be made in full in advance of programme commencement. Credit card payment is accepted.
- All cancellations must be made in writing to REI one week prior to programme commencement. No fees will be reimbursed after this date.
- Delegate substitution may be made at anytime.

COMPANY: .....

DELEGATE TO ATTEND (1): .....

CONTACT EMAIL | MOBILE: .....

Kindly Supported by:

