

What Are The Training Needs of Retail Industry?



1

New Hire Training

According to the Bureau of Labor Statistics, employee turnover, on an average is around 60%. This means that if your store has 500 employees, you will need to train 1500 employees in the next 5 years. This makes retailers train their new hires.

Operational Training

Store manager has to look after various issues like front end does not have long queues of customers, and support customers when required, also on the return policy of goods. So, the manager on duty should be trained on such aspects so that the operations are carried out smoothly.

2



Product Training

In the retail industry, the familiarity of the staff with products is important as they deal with the customers directly. The employees should have full knowledge on new products so that they can satisfy the customer needs.

3



4

Software Training

Retail staff use software for billing, inventory management, etc. It is an open fact that retail staff is always busy on the floor and training them on software through traditional classroom training generally takes days or even weeks.



Retail Training Guide

Didier Musso



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Basic Information Sources on Training Retail Salespeople, 1954 Guide to Government Information on Retailing Joseph H. Rhoads, 1949 *Vault Career Guide to the Fashion Industry* Holly Han, Vault (Firm), 2003 From the Vault Career Library breakdown of different functions in fashion with detailed looks at typical days for buyers designers resources and training programs interior design careers top buying programs for department and specialty stores Cooperative Part-time Retail Training Programs Supervision, Coordination, and Teaching Kenneth Brooks Haas, 1939 *Marketing Information Guide*, 1959 Distribution Data Guide, 1958 **Training Retail Salespeople** William Boyd Logan, 1968 **Monthly Catalog of United States Government Publications**, 1989 **The Retailer's Complete Book of Selling Games and Contests** Harry J. Friedman, 2011-12-22 One hundred ways to motivate your sales teams to outsell each other and grow your profits In most retail stores salespeople arrive at work with little enthusiasm to sell The truth is that retail selling can be a little boring It s up to owners and managers to provide the spark and motivation that inspires people to excel even when store traffic is slow One of the best ways to accomplish that is with selling games and contests The Retailer s Complete Book of Selling Games Contests contains more than one hundred selling games and contests that any retailer can use to motivate their staff improve their sales skills and generate extra sales during slow traffic periods Geared toward retailers of all industries and all sizes from single stores to mega chains this book will appeal to those with a vested interest in improving the performance of their salespeople and driving sales higher Details how to use games to sell specific merchandise increase add on sales and sell higher priced merchandise and groups of merchandise Outlines how to structure games and contests when to run them and for how long Helps managers build their sales staffs confidence and abilities through fostering a competitive spirit and rewarding high sellers Harry J Friedman is an international retail authority consultant and the most heavily attended speaker on retail selling and operational management in the world today When you inspire your sales team to improve their skills and outsell each other you ll boost your profits and outdo your competition A Practical Guide to Equal Employment Opportunity Walter B. Connolly, Jr., Michael J. Connolly, 1979 A comprehensive two volume set that analyzes discrimination on the basis of race religion national origin sex age and disabilities and features EEO compliance documents *Guide to Training in the Retail Trade* Wilfried Kruse, European Centre for the Development of Vocational Training, 1995 **Franchise Opportunities Handbook**, 1994 This is a directory of companies that grant franchises with detailed information for each listed franchise *Basic Information Sources on Retailing*, 1954 **Franchise Opportunities Handbook** United States. Domestic and International Business Administration, 1986 This is a directory of companies that grant franchises with detailed information for each listed franchise **Views of Independent Grocers on Wholesaler-retailer Relations** John Charles Bouma, Martin Kriesberg, 1953 **Franchise Opportunities Handbook** United States. Bureau of Domestic Commerce, 1972 A Training Guide for the Bank Credit Department Robert Morris

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