
Retail Buying From Basics To Fashion

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Retail Buying *Bloomsbury Publishing USA*

This comprehensive book provides students with the skills and savvy needed to become successful buyers in any area of retail. With a simple and straightforward approach, Clodfelter presents step-by-step instructions for typical buying tasks, such as identifying and understanding potential customers, creating a six-month merchandising plan, and developing sales forecasts. With coverage of math concepts integrated throughout the text, this new edition contains up-to-date coverage of important retailing trends, including more coverage of international buying and sourcing, integration of product development concepts throughout, and more math practice problems in chapters.

Updated Snapshot and Trendwatch features present current info and new case studies from the fashion industry. Ample activities—drawn from real-world merchandising and incorporating current trends—give students the opportunity to apply critical skills as they would in a professional environment. New to This Edition:

- ~STUDIO: Retail Buying Studio features online self-quizzes, flashcards, math practice problems and Excel spreadsheet activities that align with chapter "Spreadsheet Skills" activities
- ~Additional math practice problems in end of chapter activities
- ~More than 20% new photographs throughout the book
- ~30% new Snapshot and Trendwatch features and updated content in all cases
- ~Expanded coverage of buying in foreign markets
- ~Integrated content on product development throughout

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CP Retail Buying

Studyguide for Retail Buying *Cram101*

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Retail Buying

Understanding the Retail Environment - Where Buying Occurs - Today's Buying Environment - The Buying Function in Retailing - Buying for Different Types of Stores Getting Ready to Make Buying Decisions - Obtaining Assistance for Making Buying Decisions - Understanding Your Customers - Understanding Product Trends: What Customers Buy Planning and Controlling Merchandise - Purchases - Forecasting - Preparing Buying Plans - Developing Assortment Plans - Controlling Inventories Purchasing Merchandise - Selecting Vendors and Building Partnerships - Locating Sources in Domestic and Foreign Markets - Making Market Visits and Negotiating with Vendors - Making the Purchase Motivating Customers to Buy - Pricing the Merchandise - Promoting the Merchandise - Updated and expanded chapter features: "Internet Connections," "Snapshots," and "Trendwatches" - New charts and illustrations - Expanded and updated coverage of direct marketing and the growing use of database-driven marketing and technology - Revised discussion of the types of buying offices and purchasing from foreign sources - Updated facts for identifying changes in consumer markets - More emphasis on using the Internet as a promotional tool - Increased coordination with companion text, Making Buying Decisions: Using the Computer as a Tool - Instructor's Guide provides suggestions for planning the course and using the text in the classroom - PowerPoint Presentation provides outlines and ideas for lectures; compatible with PC and Mac platforms

Outlines and Highlights for Retail Buying *Academic Internet Pub Incorporated*

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The Art of Retail Buying *John Wiley & Sons*

Buying for retail is a demanding and challenging job that requires a creative flair, a strong awareness of fashion trends, life trends as well as good interpersonal and team working skills. Buyers and merchandisers have to ensure that the right merchandise is being sent to the right stores, at the right time, in the right quantities. This takes a blend of forward planning and rapid response to consumer demands. In combination with the other areas of the business, success comes from maximizing profit, which is achieved through anticipating customer needs and responding rapidly to immediate issues. It involves complex data analysis, liaison with the stores operation teams and balancing store stock levels. To succeed as a professional buyer, you will need strong analytical and numerical skills, an interest and understanding of consumer demands and strong commercial awareness. You also need to have an ability to understand and prioritize issues quickly and efficiently. Progression into the Merchandising function also involves the ability to manage change. The better equipped you are in your buying function the better you will be able to adapt to these changes. The best change of all is to graduate from a good buyer to an outstanding one! To handle the complexity of data and to enable you to

contribute effectively in the critical role of a buyer, you need the right skill-sets and a right mind-set. Both of which can be learned in *The Art of Retail Buying*. This easy to read guide is written in a concise & pictorial style with colorful images that enables you to follow step-by-step each function of a buyer. *The Art of Retail Buying* will inspire you, motivate you and encourage you towards merchandising excellence!

Retail Buying + Studio Access Card *Fairchild Books*

This comprehensive book provides students with the skills and savvy needed to become successful buyers in any area of retail. With a simple and straightforward approach, Clodfelter presents step-by-step instructions for typical buying tasks, such as identifying and understanding potential customers, creating a six-month merchandising plan, and developing sales forecasts. With coverage of math concepts integrated throughout the text, this new edition contains up-to-date coverage of important retailing trends, including more coverage of international buying and sourcing, integration of product development concepts throughout, and more math practice problems in chapters. Updated "Snapshot" and "Trendwatch" features present current info and new case studies from the fashion industry. Ample activities "drawn from real-world merchandising and incorporating current trends" give students the opportunity to apply critical skills as they would in a professional environment. Introducing "Retail Buying: From Basics to Fashion" STUDIO--an online tool for more effective study! Study smarter with self-quizzes featuring scored results and personalized study tips. Review concepts with flashcards of essential vocabulary and

basic retail math formulas. Practice your skills with downloadable Excel spreadsheets to complete the end of chapter Spreadsheet Skills exercises. Enhance your knowledge with printable worksheets featuring step-by-step solutions to common retail buying math problems. This bundle includes "Retail Buying" 5th Edition and "Retail Buying" STUDIO Access Card.

Fashion Buying *Bloomsbury Publishing*

Containing fully updated and beautifully illustrated need-to-know info, this revised second edition of the bestselling textbook on fashion buying contains everything today's fashion management student needs to give them a clear head-start in this lucrative but highly competitive industry. *Fashion Buying* uniquely looks at what fashion buying entails in terms of the activities, processes and people involved - from the perspective of the fashion buyer. The book breaks down the five key areas of buying activity for those wishing to pursue a career in the industry, crucially exploring the role of the fashion buyer, sources of buying inspiration, sourcing and communication, merchandise planning and trends in fashion buying. Featuring completely revised content on retail typology (including need-to-know info on demographics, price points and markets), and selecting and buying garments (line sheets, purchase orders and lookbooks), *Fashion Buying* now includes valuable new sections on customer profiling, merchandise pricing (mark-ups, markdowns and how pricing is calculated for profit), and trends. Also included in this practical handbook are insightful interviews with both established and emergent fashion creatives. Business case studies put the contents of each chapter into professional context and provide

insider perspective; while industry-focused exercises and activities enable readers to practise applying their new skills and so gain a competitive advantage in both their studies and buying careers. Written by industry experts, *Fashion Buying* is an invaluable go-to resource and leading textbook for fashion design, marketing, buying and merchandising students.

Mathematics for Retail Buying *A&C Black*

This best-selling textbook meets the needs of students who will be directly or indirectly involved in the activities of merchandising and buying at the retail level. *Mathematics for Retail Buying* explains the essential concepts, practices, procedures, calculations, and interpretations of figures that relate to producing profitable retail buying and selling operations. Now in its seventh edition, the text has been reorganized and expanded to provide real world examples that reflect current industry practices and trends. A companion CD-ROM, now containing all practice problems from the text, allows hands-on practice computing retail buying functions and setting up formulas in spreadsheet format. PLEASE NOTE: Purchasing or renting this ISBN does not include access to the STUDIO resources that accompany this text. To receive free access to the STUDIO content with new copies of this book, please refer to the book + STUDIO access card bundle ISBN 9781501395314. STUDIO Instant Access can also be purchased or rented separately on BloomsburyFashionCentral.com.

Reshaping Retail *John Wiley & Sons*

The modern retail system has worked to dazzling effect. From the

19th century, store owners emerged from small beginnings to set in train an industry that has seen some operators become nationally, even globally, dominant. Along the way, they turned retailing into an art, and then a science. Now retailers in emerging markets appear to be repeating the story all over again, except on a scale and at a speed beyond anything we have seen before. Given all of this, it can be hard for those who work in retailing to accept that the industry as we know it is living on borrowed time, on the brink of transformation. There is now an urgency with which conventional store-based retailers must now act and the extent of the challenges this change represents in strategic, organizational, and above all, technological terms. *Reshaping Retail* sets out the driving causes, current trends and consequences of a transformation in retail triggered by technology. The changes go far beyond making items available for sale on the internet. Starting by briefly setting the historical and business system contexts for retail and describe the role that technology has played in the creation of modern retail it then explains the underlying technological drivers behind the current revolution – radical changes in the capacity of both hardware and software, mobile telecommunications changes and the advances of the Internet. Ultimately, success will hinge on more than competence; it will come down to a way of thinking. Customer-centricity will need to be valued not just by the store owner, as in the past, but also by all employees in the organization. It will need to become embedded in their daily tasks. The same applies to technology, which must be at the center of the organization and recognized as such by everyone. With a combination of extensive desk and field research, interviews with leading

retailers and technologists, together with the real world experience of practitioners in this area, Reshaping Retail will inspire and help store retailers to make the necessary transformation now to win in the new consumer driven world.

Instructor's Guide Retail Buying, 4th Edition

Retail Analytics *John Wiley & Sons*

The inside scoop on boosting sales through spot-on analytics. Retailers collect a huge amount of data, but don't know what to do with it. Retail Analytics not only provides a broad understanding of retail, but also shows how to put accumulated data to optimal use. Each chapter covers a different focus of the retail environment, from retail basics and organization structures to common retail database designs. Packed with case studies and examples, this book insightfully reveals how you can begin using your business data as a strategic advantage. Helps retailers and analysts to use analytics to sell more merchandise. Provides fact-based analytic strategies that can be replicated with the same success the author achieved on a global level. Reveals how retailers can begin using their data as a strategic advantage. Includes examples from many retail departments illustrating successful use of data and analytics. Analytics is the wave of the future. Put your data to strategic use with the proven guidance found in Retail Analytics.

Management of Retail Buying *John Wiley & Sons Incorporated*

"The end objective of buying and merchandising is to achieve sales and gross margin objectives through effective merchandise

management of a department or group of departments." —from Management of Retail Buying, Third Edition. There is more to retail buying than simply forecasting consumer demand. The successful buyer employs a complex constellation of skill, art, and careful study to plan and manage the flow of merchandise from the wholesaler or marketer to the consumer. This book contains the combined wisdom, knowledge, and hard-won savvy of three of the world's foremost authorities on managing retail buying, each of whom brought a lifetime of experience to the creation of this third edition of the most important book in every retail buyer's library. This comprehensive volume covers every aspect of retail buying, from targeting desired consumers and purchasing goods tailored to their tastes and needs, to negotiating with vendors, managing inventory, and using computers to expedite the buying process. Management of Retail Buying is organized into three parts: The Buying Process, Planning and Managing Merchandise Assortments, and Where and How to Buy. Part I features an overview of the buyer's milieu; a look at how the buying process can be organized and controlled; and in-depth descriptions of the several types of buying groups, how they function, and their similarities and differences. Part II focuses on the keys to understanding the consumer, forecasting demand, and using that forecast as a basis for selecting merchandise. Because retailers of staple goods face a very different set of objectives and problems from retailers of fashion and seasonal merchandise, separate chapters are devoted to planning and control of assortments in these different types of establishments. The book's final section examines the world of suppliers, vendors, price negotiations, order placement,

special services from vendors, and actual acquisition of the merchandise. The authors provide authoritative and timeless advice on competitive strategies and tactics, foreign buying, controlling the logistical factors that lie between the purchase of goods and their delivery to the point of sale, and much more. Whether you're a seasoned retail veteran or a student or novice hoping to make retailing your life's work, *Management of Retail Buying*, Third Edition is destined to become the most highly prized volume on your bookshelf. The standard text/reference for retail buying and merchandising is now revised, expanded, and updated for the 1990s and beyond . . . This Third Edition of one of the classics in retailing literature combines the timeless wisdom of three of the industry's giants with a detailed examination of the current state of the retailer's art. It provides comprehensive coverage of every aspect of retail buying and how to manage the buying process in order to maximize profits and minimize losses. It also offers in-depth discussions of the numerous skills and techniques needed to succeed as a buyer or merchandise manager in today's competitive retail environment, including: Organizing and controlling the buying process Understanding consumer demographics and psychographics Identifying consumer trends and forecasting demand Analyzing and interpreting sales records Planning and control of merchandise assortments Using computers to increase competitiveness Shopping vendor lines and negotiating prices and services And much more

Making Buying Decisions *Fairchild Books*

This text, written for students who wish to plan a career in

merchandising, includes a CD-ROM with Windows-based Microsoft Excel data. Designed for use in a buying course with a heavy math emphasis, activities involve the student solving merchandising problems by using computerized spreadsheets. This manual is designed to accompany the text *Retail Buying*, 2nd edition, also by Richard Clodfelter.

The Complete Idiot's Guide to Starting and Running a Retail Store *Penguin*

A comprehensive guide to running a retail store, with advice on hiring and training, licenses and registrations, working with customers, and learning the retail market.

Fundamentals of Retail Buying with Merchandising Math *Prentice Hall*

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Fashion Brand Merchandising *Fairchild Books*

Fashion Brand Merchandising introduces the concepts and practices to help students build, develop, and work with fashion brands. The book includes four parts, each exploring an important facet of fashion brands and the fashion brand process. This text covers how branding and merchandising activities are interrelated and interdependent with respect to marketing fashion-related products. In whatever capacity you engage with fashion brands--marketer, merchandiser, retailer, designer, or student--this text covers what you need to know to work successfully in the industry. Instructors, contact your Sales Representative for access to Instructor's Materials.

The Everything Guide to Starting and Running a Retail Store *Simon and Schuster*

What are my start-up costs? How much will my store make? Should I sell online? How can I compete with larger stores? If you've ever considered owning a store but don't know where to start, *The Everything Guide to Starting and Running a Retail Store* is perfect for you. This resource will help you recognize the importance of an independent retail store in community life and the opportunities it offers for a rewarding lifestyle. This comprehensive guide shows you how to: Spot and capitalize on small retailer trends Conduct your own market analysis Research and select the most appropriate retailing software Run your business day to day Attract customers with effective advertising Make the leap to online selling This helpful handbook offers practical advice on retail store planning and management with valuable guidelines and real-world examples that can make the difference between your store's success and failure. This guide provides all the tools you need to run a store that your customers--and you--will enjoy for many years to come!

Retail Success!**Fashion Retailing** *Bloomsbury Publishing*

Throughout modern history, retailers have opened their doors to consumers, providing them with goods and services that satisfy both rational and emotional needs. They do this by evoking a customer's sensory system, to create memorable experiences that will entice shoppers to visit again and again. Starting with a brief overview of the history of retail, market research, site

selection and retail typology are then discussed. The differences between on-site and off-site retailing are distinguished; and multi-channel approaches that have been used in retail test markets as a means to cost-effective growth within the industry are explored, with specific reference to how technology has created a new formula within a stagnant model. Fashion Retailing further explores back-of-house functions, such as human resources (hiring, payroll, job descriptions and salaries) and loss prevention from a management standpoint. Front-of-house functions, including merchandising (product analysis, fixturing, fixture sales tracking), visual merchandising (seasonal displays, windows, mannequins), circulation patterns and the relationship between the merchandising and management teams in driving overall sales and brand image, are explored across different retailers. Readers will gain a thorough understanding of how the retail model operates in an effort to continually capture the ever-changing market, as well as an insight into corporate social responsibility (CSR) and brand sustainability.

Store Design and Visual Merchandising, Second Edition
Business Expert Press

The creative and science-driven design of the point of sale has become a crucial success factor for both retailers and service businesses. In the newly revised and expanded edition of this book, you will learn some of the shopper marketing secrets from the authors about how you can design your store to increase sales and delight shoppers at the same time. By the time you are through reading, you will have learned how shoppers navigate the store, how they search for products, and how you can make

them find the products you want them to see. You will also be able to appeal to shopper emotions through the use of colors, scents, and music, as well as make shopping memorable and fun by creating unique experiences for your shoppers. The focus is on the practical applicability of the concepts discussed, and this accessible book is firmly grounded in consumer and psychological research. At the end of each chapter, you will find several takeaway points. The book concludes with the “Store Design Cookbook,” full of ready-to-serve recipes for your own store design and visual merchandising process.

International Retailing *Bloomsbury Publishing USA*
Revised edition of International retailing, c2007.

Visual Merchandising and Display *Bloomsbury Publishing USA*
Revised edition of Visual merchandising and display, c2012.

Retail Business Kit For Dummies *John Wiley & Sons*

Whether you're a novice or a seasoned retail entrepreneur, Retail Business Kit For Dummies shows you how to start and run your business in today's retail marketplace—from your original dream and the day-to-day operation to establishing a connection with customers and increasing your sales, both on the Web and at a brick-and-mortar shop. In this practical, how-to guide, retail expert Rick Segel shares his expertise and reveals what it takes to be successful. You'll get a handle of the basics of launching and growing your business, from writing a business plan and finding a great location to hiring and keeping great staff. Find out how to meet and exceed customer expectations, create a

positive shopping experience, provide top-notch customer service, and earn customer loyalty. Discover how to: Launch a successful independent retail business Create a Web site that shines Connect with customers and increase sales Handle legal and accounting issues Design stores that really work Practice the 10 keys to retail selling Use management practices proven in the trenches Make visual merchandising work for you Make your new venture succeed beyond your wildest dreams with a little help from Retail Business Kit For Dummies! Note: CD-ROM/DVD and other supplementary materials found in the print version of this title are not included as part of eBook file.

An Introduction to Fashion Retailing *Bloomsbury Publishing*

If you're taking your first steps into the fast-paced world of retail, then merchandiser, store designer, retailer and educator Dimitri Koumbis is the ideal guide. In *An Introduction to Fashion Retailing*, he'll walk you through everything from the history of retail design, to the intricacies of consumer behavior, fast fashion and corporate social responsibility. You'll also learn professional techniques through detailed case studies of international retailers, including LVMH, Estée Lauder and ASOS. This revised edition includes expanded coverage of omnichannel retail approaches, retail KPIs as well as an outline of future retail trends in brick and mortar, e-commerce and technology. There's also a whole new chapter introducing visual merchandising, expanding on the importance of the store's overall design and visual representation of products.

How to Sell Anything to Anybody *Simon and Schuster*

"The world's greatest salesman" reveals the spectacular selling principles that have brought him to the top of his profession as he offers helpful advice on how to develop customer profiles, how to turn a prospect into a buyer, how to close the deal, and how to establish a long-term relationship with one's customers. Reprint. 25,000 first printing.

Mathematics for Retail Buying *Bloomsbury Publishing USA*

Revised edition of Mathematics for retail buying, 2014.

Retail Marketing and Branding *John Wiley & Sons*

Retail Marketing and Branding, 2nd Edition looks at how retailers can make more out of their marketing money with retail best practices in branding and marketing spend optimization. The second edition of Retail Marketing and Branding includes the following updates: * New and updated case examples * Updated figures and examples throughout * New interviewers with recent experiences * Additional chapters

Retail 101: The Guide to Managing and Marketing Your Retail Business *McGraw Hill Professional*

YOU CAN COMPETE WITH THE BIG-BOX STORES! Whether you're a seasoned merchant or retail newbie, Retail 101 is the guide you need to successfully manage, market, and grow your retail business, brick and mortar or online. From two of today's top retail thought leaders, Retail 101 serves both as a strategic planning guide and as a hands-on practical reference that answers your critical questions along the way. "The ultimate how-to guide for independent retailers. Each chapter addresses a vital

ingredient for retail success, including helpful ideas, useful lists, and action guides." -- Ted Teele, Chief Executive Officer, SnapRetail "While small retailers may feel like an endangered species, those who read this practical guidebook to retail survival will come away confident that they have unique assets they can turn into sustainable profits." -- Molly Love Rogers, President and CEO of Internet Retailer "If you've ever felt alone or frustrated building your business, read this book today!" -- Joe Abraham, founder of BOSI Global, author of Entrepreneurial DNA

The Dynamics of Fashion *Fairchild Books*

This text provides the foundation for a wide range of careers in the fashion business. Incorporating the experience of the author and her five earlier editions of Fashion Merchandising: An Introduction, this book covers product development, home fashions, retailing strategies, and examines how communication trends and technological advances impact the fashion world.

Making Buying Decisions 3rd Edition *Bloomsbury Publishing USA*

This text is designed for use in a buying course with a heavy math emphasis. The book first presents merchandising concepts in a simple, understandable way and shows students how they can use computerized spreadsheets to perform related merchandising math operations. Activities then ask the student to apply what they've learned by solving merchandising problems using spreadsheets that are included on the enclosed CD-Rom. Students will learn how the computer can help minimize the time it takes to perform repetitive calculations. By constructing and

using spreadsheets for each mathematical operation, they will develop a better understanding of the merchandising concepts they're studying. This manual is designed to accompany the text Retail Buying, also by Richard Clodfelter. New to this Edition -- New and revised mathematical assignments -- Microsoft Excel spreadsheets containing formulas and Instructor's Guide including teaching suggestions, goals, and lecture outlines, originally included on CD-ROM, can now be accessed for free at <https://www.fairchildbooks.com/studio-resources> -- Increased coordination with companion text Retail Buying: From Basics to Fashion

A Practical Approach to Merchandising Mathematics + Studio Access Card *Fairchild Books*

SPIN® -Selling *Routledge*

True or false? In selling high-value products or services: 'closing' increases your chance of success; it is essential to describe the benefits of your product or service to the customer; objection handling is an important skill; open questions are more effective than closed questions. All false, says this provocative book. Neil Rackham and his team studied more than 35,000 sales calls made by 10,000 sales people in 23 countries over 12 years. Their findings revealed that many of the methods developed for selling low-value goods just don't work for major sales. Rackham went on to introduce his SPIN-Selling method. SPIN describes the whole selling process: Situation questions Problem questions Implication questions Need-payoff questions SPIN-Selling provides you with a set of simple and practical techniques which have been tried in

many of today's leading companies with dramatic improvements to their sales performance.

Retail Buying *Pearson College Division*

For courses in Retail Buying, Retail Merchandising and Fashion Merchandising. This edition offers the reader all the latest developments in retail buying for the new millennium. With detailed cases and strategies for dealing with varying economic conditions, as well as the theoretical and practical background required for successful purchasing. It provides the fundamental information new buyers need to accurately forecast and fulfill their customers' merchandise requirements.

A Buyer's Life *Fairchild Books*

The area of retail buying relies heavily on mathematical formulas and forecasting. The formulas themselves remain unchanged. However, the context in which they are analyzed is constantly evolving. The most successful retail buyers are able to withstand the highs and lows of business trends by utilizing analytical skills, trend forecasting, and customer knowledge. As a retail buyer for almost 20 years with various retailers, Connell draws on her experience providing practical fundamental mathematical formulas while also giving context in the current retail environment. This text gives students a step-by-step approach to understanding the mechanics of a six-month merchandising plan. Upon completion of the plan students will gain insight into how the plan is forecast into the future as well as how it is implemented at the actual purchasing level. the text in the classroom

Merchandise Planning Workbook + Studio Access Card *Fairchild Books*

The recipe for profitability is presented in Merchandise Planning Workbook. Focusing on the development of a six-month merchandise plan, the text explains how to use Excel 2007 as a tool to project sales, manage inventory, calculate the amount of merchandise to purchase, and adjust the price throughout the selling season. Application Exercises throughout the chapters familiarize students with each aspect of the plan, provide practice in inputting formulas and data, and demonstrate the impact of changing variables. Seven end-of-chapter assignments, when completed in sequence, produce a merchandise plan for a selling season. By mastering this important aspect of merchandising math, students can develop a marketable competency to help launch their careers in retailing. Introducing Merchandise Planning Workbook STUDIO--an online tool for more effective study! ~Study smarter with self-quizzes featuring scored results and personalized study tips ~Enhance your learning with a 6 month merchandise budget form for a basic product ~Review concepts with evaluation form assignments covering various textbook topics This bundle includes Merchandise Planning Workbook and Merchandise Planning Workbook STUDIO Access Card.

Introduction to Business

Introduction to Business covers the scope and sequence of most introductory business courses. The book provides detailed explanations in the context of core themes such as customer satisfaction, ethics, entrepreneurship, global business, and

managing change. Introduction to Business includes hundreds of current business examples from a range of industries and geographic locations, which feature a variety of individuals. The outcome is a balanced approach to the theory and application of business concepts, with attention to the knowledge and skills necessary for student success in this course and beyond.

Beyond Design *Bloomsbury Publishing USA*

This informative, full-color text takes students step-by-step through the decision-making involved in the pre-production processes of apparel product development---planning, forecasting, fabricating, line development, technical design, pricing, sourcing, and distribution. It demonstrates how these processes must be coordinated to get the right product to market, when consumers want it, and at a price they are willing to pay. The 4th Edition has been edited around a new metastructure to maximize student learning. It continues to build on the themes of sustainability, business ethics, and the impact of fast fashion and social media while seeking to address opportunities for both large and small companies, and entrepreneurs. The text advances its discussion of how new technologies continue to shorten the product development calendar. Chapters have been updated to include current examples, updated charts and graphs, and more case studies. There are updated references to contemporary developments with examples relevant to today's student. New to this Edition ♦ Includes international examples and case studies that address the effects of globalization ♦ Advances the discussion of the pros and cons of fast fashion vs. slow fashion ♦ Revised, easier-to-

read charts and graphs and 30% new color photographs ♦ Thoroughly revised Chapters 12 (Sourcing) and 13 (Costing and Pricing) updated with most recent info on trade laws, changes in sourcing criteria and wages in international sourcing countries Beyond Design STUDIO ♦ Study smarter with self-quizzes featuring scored results and personalized study tips ♦ Review concepts with flashcards of essential vocabulary ♦ Watch videos that bring chapter concepts to life PLEASE NOTE: Purchasing or renting this ISBN does not include access to the STUDIO resources that accompany this text. To receive free access to the STUDIO content with new copies of this book, please refer to the book + STUDIO access card bundle ISBN 9781501315480. STUDIO Instant Access can also be purchased or rented separately on BloomsburyFashionCentral.com.

Retail Buying Function

Retail Buying 3rd Edition *Fairchild Books*

With an emphasis on developing a strategy for buying, this comprehensive book gives students the skills they'll need to become successful buyers in all retail areas. Its simple and straightforward approach presents students with step-by-step instructions for typical buying tasks, such as identifying and understanding potential customers, creating a six-month merchandising plan, and developing sales forecasts. Ample activities give students the opportunity to apply these skills as they would in a professional environment This new edition offers expanded coverage of the use of technology for retail buying and working with foreign markets. The companion text, Making

Buying Decisions: Using The Computer as a Tool furthers the connection between retail buying strategies and merchandise math. New to this Edition -- Updated and expanded chapter features: "Internet Connections," "Snapshots" and "Trendwatches" -- New, more contemporary illustrations -- Expanded and updated coverage of direct marketing and the growing use of database-driven marketing and technology -- New chapter on purchasing from foreign sources -- Revised discussion

of the types of buying offices -- Updated facts for identifying changes in consumer markets -- Consolidated coverage of domestic markets and negotiating with vendors -- More emphasis on using the Internet as promotional tool -- Increased coordination with companion text Making Buying Decisions -- Instructor's Guide provides suggestions for planning the course and using the text