C10RS Retail Marketing

**COURSE DETAILS**

**Course Code:** C10RS
**Full Course Title:** Retail Marketing
**SCQF Level:** 10
**SCAF Credits:** 15
**Available as Elective:** Yes

**DELIVERY LEVEL**

Undergraduate: Yes  Postgraduate Taught: No  Postgraduate Research: No

**COURSE AIMS**

- provide an overview of the key principles of retailing
- evaluate the main factors which influence retail change
- assess the conceptual models which have been formulated to explain retail change
- evaluate the business strategies of retailers
- discuss the evolution of supply chain management in retailing
- understand the main operational issues facing retail management
- evaluate future trends in retailing

**LEARNING OUTCOMES – SUBJECT MASTERY**

- Develop a knowledge of the key drivers of retail change
- Critically assess the business strategies of retailers
- Critically review theoretical models which explain retail change
- Appreciate the inter-linkages between different areas of the retail supply chain from marketing – buying – logistics – shop floor.
- Understand aspects of retail operations from customer service to retail security.

- Undertake critical reading for seminars to develop themes discussed in lectures.
- Undertake independent research into relevant and current retail-specific issues to inform individual coursework

**LEARNING OUTCOMES – PERSONAL ABILITIES**

- Review industry trends
- Gain insights into retail management through guest speakers

Work independently (coursework) and as a small team to complete seminar tasks.
C10RS Retail Marketing

- Communicate ideas (orally) in seminars and by written means (coursework)
- Interpret qualitative and quantitative data as part of coursework requirements.

SYLLABUS

The syllabus will include a range of topics that include but are not limited to the following:

- The changing retail environment – the changing consumer, the retail response, the theoretical constructs explaining retail change, formulating retail strategies.
- Managing the retail supply chain – retail buying, logistics, retail supply chain management and CSR.
- Managing retail operations – customer service in retailing, merchandising and display, retail security.
- Managing the future – internationalisation of retailing, e-commerce and multi-channel retailing

COURSE RELATIONSHIPS

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<tr>
<th>Course Code</th>
<th>Level</th>
<th>Title</th>
<th>School</th>
<th>Type</th>
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<td>C18FM</td>
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<td>Fundamentals of Marketing</td>
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LOCATION AND ASSESSMENT METHODS

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