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Spatial Strategies in Retailing

by

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Spatial Strategies In Retailing

Elizabeth Howard



Spatial Strategies In Retailing:

Spatial Strategies in Retailing R. Laulajainen, 2012-12-06 Locational research has long been concerned with industrial plants and the site selection of retail stores. The major determinants and decision processes now seem to be fairly well understood. Consequently, the research frontier in retailing has shifted to a higher spatial level: the location of stores in the regional and national context. Certainly, stores tend to be found where the population is, but beyond this obvious truth it is by no means outright clear how retailing companies with different formats and home bases perceive space and how space affects their performance, if at all. When the question is put this way, what appears trivial at first undergoes a change and seems now complex enough to be worth a closer look. It need not be true to cite the most obvious of examples that regions which are attractive as places of living for high school and college students; the customary data base are also worthwhile from the business point of view. No attempt is made here to penetrate the topic at analytical depth. The ambition is simply to discover, with the help of numerous descriptive examples, whether any order does exist in the high level spatial behavior of retailing companies.

The Emergence of Modern Retailing 1750-1950 Gary Akehurst, Nicholas Alexander, 2013-02-01 The history of retail business development is an under-researched area. This book considers the emergence and development of modern retailing from an historical and management perspective in the period 1750-1950, addressing the need for further research and providing examples of current research activity. It considers the early emergence of retail forms in the late eighteenth century, the evolution of retail forms in the nineteenth century, and the late adaptation of retail management in the early twentieth century.

Retailing: The evolution and development of retailing A. M. Findlay, Leigh Sparks, 2002

Retail Structure Gary Akehurst, Nicholas Alexander, 2012-10-12 First Published in 1996. The authors define retail structure in a retail distribution context as a snapshot of the state of play in the competitive struggle between retail companies and businesses, each of which is seeking to not only survive but to grow. The studies in this volume were first published in *The Service Industries Journal*. Taken as a whole, they serve two purposes: first, they introduce the concept and process of retail structure taken from the viewpoint of a continuing competitive struggle for market supremacy; and second, they serve as an introduction to the wider study of retail development.

Handbook of Research on Strategic Retailing of Private Label Products in a Recovering Economy Gómez-Suárez, Mónica, Martínez-Ruiz, María Pilar, 2016-06-20 As the global market continues to recuperate from economic downfall, it is essential for private label products to find ways to compete with alternatives offered by wholesale and national retailers. In many cases, it becomes difficult for off-brand products to generate market appeal when consumers have preconceived notions about the quality of generic products and loyalty to branded products. The *Handbook of Research on Strategic Retailing of Private Label Products in a Recovering Economy* emphasizes advertising and promotional approaches being utilized, as well as consumer behavior and satisfaction in response to marketing strategies and the sensitive pricing techniques being implemented to endorse generic and store brand products.

available on the market Highlighting brand competition between wholesalers retailers and private brand names following a global economic crisis this publication is an extensive resource for researchers graduate students economists and business professionals

European Retail Research Bernhard Swoboda,Dirk Morschett,Thomas Rudolph,Peter Schnedlitz,Hanna Schramm-Klein,2009-09-30 The aim of EUROPEAN RETAIL RESEARCH is to publish interesting manuscripts of high quality and innovativeness with a focus on retail researchers retail lecturers retail students and retail executives As it has always been retail executives are part of the target group and the knowledge transfer between retail research and retail management remains a part of the publication s concept

Retail Geography Shuguang Wang,Paul Du,2020-05-26 The retail sector is an integral part of a national economy From the political economy perspective all consumer goods have surplus values locked up in them the surplus values are not realized until the consumer goods are purchased by consumers through various distribution channels As such retailing is the essential link between production and consumption The success of a retail business depends on two general factors the location of the retail outlet and management of the business Both factors are equally important If the business is located in the wrong place with the wrong customer base it will not generate expected sales Similarly if the business is poorly managed and operated it will not perform well even if the location is right Influenced by both traditional and new location theories Retail Geography is conceptualized and organized using the retail planning process as the framework The technical and methodological chapters help guide the reader with detailed descriptions of the techniques and are supported with practical examples to reflect the latest software development Retail Geography provides a state of the art summary and will act as a core textbook for undergraduate and graduate students of economic geography interested in specializing in retail and business geography The practical examples also make it a valuable handbook for practitioners in the field as well as students of retail management and commercial real estate management

Retail Change Rosemary D.F. Bromley,Colin J Thomas,2002-11-01 The economic social and environmental implications of recent changes in retailing constitute significant contemporary issues which are the focus of this timely book Retail change deals with the internationalization of retailing the development of shopping centres in the city and at suburban sites and the growth of leisure shopping It provides an up to date review of the central questions faced by undergraduate students in planning business studies and geography The retail environment of developed economies has undergone revolutionary change since the 1970s and the process is far from over In the book the major elements central to contemporary retail change are developed across the whole spectrum of spatial scales relevant to present day society The first part adopts an economic perspective and focuses on the process of business concentration and its increasingly international orientation This is followed by analyses of change in the urban region concentrating on the emergence of the great variety of new retail forms associated with retail decentralization The planning implications of retail change are developed in the third part The future of the city centre and other traditional shopping centres is examined in the light of

challenges presented by new facilities Alternative future scenarios contingent upon laissez faire or interventionist government policy controls are also discussed The social implications of retail change are developed in the final section All students and researchers concerned with the evolution and development of the retail sector of advanced economies will welcome this book as an authoritative source of contemporary findings and commentary Rosemary D Bromley and Colin J Thomas are Lecturers in Geography at the University College of Swansea Wales This book is intended for undergraduate students taking courses in economic geography and retailing in departments of geography business studies planning etc

The Changing Face of Retailing in the Asia Pacific Elizabeth Howard,2013-10-18 Retailing in the countries of Asia Pacific is changing dramatically Changes which took decades even centuries elsewhere are happening in a few years The growth of larger firms and the arrival of international retailers are changing the business landscape bringing the consistent supply and presentation of wider ranges of goods to consumers and leading to the development of new kinds of retail stores and modern shopping malls often in new locations All of these developments are important for economic growth and for consumers and their lifestyles They raise questions for governments about foreign investment about social and environmental change and about the fate of traditional retailers This book examines the trends seeking to understand how far they are global and how local circumstances affect developments International retailers have spread across the region but not always successfully Studies in several countries look at their processes of growth and some of the reasons for success and failure A review of changing regulation across the region suggests regulators should be concerned to avoid the problems of overconcentration of retail power and country studies reflect on the effects of regulation as well as cultural and other influences on change This book was published as a special issue of Asia Pacific Business Review Retailing: Comparative and international retailing A. M. Findlay,Leigh Sparks,2002 Strategic Retail Management Joachim Zentes,Dirk Morschett,Hanna Schramm-Klein,2007-10-16 The authors demonstrate the broad and complex topics of retail management in 15 lessons Each lesson includes a thematic overview of key issues and a comprehensive case study International best practice companies are used to highlight managerial implications and the key discussion points *Retail Strategy* Christine Cuthbertson,2007-07-11 The book is made distinctive by the presentation of practitioner insight allied with academic underpinning to create a powerful new framework of unusual breadth and depth The book communicates contemporary retail thought from the perspectives of both senior international retailers and expert observers It is structured around four sections Section I retailing in an international context Section II chapters from faculty at Templeton College in Oxford outlining the key issues with review questions discussion topics assignments and further reading Section III A unique series of in depth interviews with senior executives in the world s major retailers conducted by the Oxford Institute of Retail Management Each case is backed up by company and sector information to demonstrate the changing retail and global environment Section IV A summary and overview with further exercises assignments and recommended reading The book is an innovative and highly

effective new text for both students and executives needing to understand the complexities of the latest global developments and thinking

Strategic Retail Management and Brand Management Doris Berger-Grabner, 2021-10-25 The retail industry and associated business models have gone through a significant phase of disruption The rapid emergence of new technologies digital business models and the evolution of social media platforms as a new sales channel continue to influence the sector Key contextual or external trends will affect and shape the retail landscape in the years to come Therefore it seems important to prepare for this situation and be ready with a head start in terms of knowledge This textbook provides its readers basic knowledge about the national and international retail sector and gives important insights into trends and developments It deals with key trends in particular new patterns of personal consumption evolving geopolitical dynamics technological advancements and structural industry shifts Moreover it explains why it is so important that retailers use these trends adapt their retail strategies and tactics create strong brands and come up with innovative new ways of doing business Today we are living in a challenging time for retail This textbook tries to give insights and explanations to better understand these challenges and provide managerial implications

Visual Marketing Barbara E. Kahn, Elizabeth N. Johnson, 2025-03-27 As the world accelerates towards the digital realm post pandemic it has never been more important for marketers and designers to have a solid understanding of visual marketing and the key principles and concepts behind it Visual Marketing analyses the post pandemic digital transformation including AI taking place across an increasingly competitive marketing landscape Against this background the book utilises proven principles in consumer psychology marketing and neuroscience to propose creative and useful visual strategies to increase the effectiveness of marketing efforts illustrating this with many contemporary real world examples Reflecting on observations around the radical disruption in the retail industry in particular the authors introduce the Kahn Retailing Success Matrix which has successfully guided marketing strategy across many industries The book also highlights the significant influence of visual and physiological principles on how human observers see and interpret visual stimuli and how applying these fundamental principles will provide marketers with incredible differential advantage in a customer centric world Readers will also gain in depth understanding of how to use new measurement tools that rely on data analytics choice and preference behaviour eye tracking and other measures of attention memory and emotions to evaluate strategies and measure success This innovative and incisive new textbook is a valuable resource for both undergraduate and postgraduate students of such subjects as Consumer Behaviour Marketing Strategy Visual Marketing and Retailing Online resources include course exercises lecture slides and suggested mini case studies Please visit www.routledge.com/9781032731322

China's New Retail Economy Shuguang Wang, 2014-01-10 Retail is the essential link between production and consumption The dynamics of a nation's economy cannot be fully understood without a good understanding of its retail sector This book is written to achieve three broad objectives First it provides a comprehensive assessment of the changes in consumption patterns in China the current

size of the Chinese consumer market and the regional variations Second it presents an interpretation of the changes in the country's regulatory system and the corresponding policy initiatives including the new state spatial strategies devised after its admission to the WTO Third it delivers a systematic analysis of the transformation of China's retail sector This includes the entry and expansion of foreign retailers the development of indigenous retail chains as a national strategy to modernize China's retail industry and the changing retailer supplier relations This book is a useful reference not only for university students and faculty researchers but also for international retailers and commercial real estate developers who contemplate business and investment opportunities in China

Reading Retail Neil Wrigley,Michelle Lowe,2014-04-04 *Reading Retail* captures contemporary debates on the geography of retailing and consumption spaces It is constructed around a series of readings from key works and is designed to encourage readers to develop a sense of engagement with the rapidly evolving debates in this field More than 60 edited readings are integrated into the text providing a guided route map through the literature and into the study of the geographies of retailing and consumption The volume also introduces readers to the exciting and interdisciplinary developments unfolding in the new retail geography drawing on up to the minute research material from areas ranging from anthropology to business studies and tackling issues as diverse as retail

internationalization and e commerce *Reading Retail* is unique in bringing together a huge range of perspectives on retailing and consumption spaces and will provide a key source text for students in this field

The Globalization of Retailing Neil M. Coe,Neil Wrigley,2009 This path breaking collection brings together seminal contributions from the burgeoning

multidisciplinary literature on the globalisation of retailing

The Routledge Companion to the Geography of International Business Gary Cook,Jennifer Johns,Frank McDonald,Jonathan Beaverstock,Naresh Pandit,2018-05-08 The fields of Economic Geography and International Business share an interest in the same phenomena whilst each provides both a differing perspective and different research methods in attempting to understand those phenomena The Routledge Companion to the Geography of International Business explores the nature and scope of inter disciplinary work between Economic Geography and International Business in explaining the central issues in the international economy Contributions written by leading specialists in each field including some chapters written by inter disciplinary teams focus on the nature of multinational firms and their strategies where they choose to locate their activities how they create and manage international networks and the key relationships between multinationals and the places where they place their operations Topics covered include the internationalisation of service industries the influence of location on the competitiveness of firms and the economic dynamism of regions and where economic activity takes place and how knowledge goods and services flow between locations The book examines the areas for fruitful inter disciplinary work between International Business and Economic Geography and sets out a road map for future joint research and is an essential resource for students and practitioners of International Business and Economic Development

Retail Marketing Gary Akehurst,Nicholas Alexander,2013-05-13 First published in

2004 This collection explores the emerging and diverse world of retail marketing by tracing its development from the 1980s to the present day The market driven retail company shows concern for the customer throughout the organisation throughout all functions and departments Such a company tries to understand how customers choose their purchases the criteria they use and attempts to ensure that it is more successful in meeting customer requirements than the competition Retail Marketing discusses what range of products and services should be offered where at what price and how these activities should be advertised promoted and developed The Retailing Industry: The coming of the mass market 1800-1945 John Benson,Gareth Shaw,1999

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