# Small Store Survival

Success Strategies for Retailers

Arthur Andersen, LLP

WILEY

# **Small Store Survival**

**SA Adler** 

#### **Small Store Survival:**

Small Store Survival Arthur Andersen, LLP,1997-01-14 Small Store Survival should challenge retailers views of smallstore retailing by questioning key areas of business What is thevision for the store in 10 years How have the customers changedover the past few years How current are the managers about whatcustomers genuinely like and dislike What is being done toattract educate and motivate the best retail talent in the area How effective is the merchandising strategy What plans exist forsuccession The real lesson of this study is that the best retailers neverstop learning They never stop growing They never lose theirenthusiasm for the customers and the business And they never ceaseto revel in change and the chance to deal with it from the Executive Summary of Small Store Survival Small Store Survival Over the past decade thousands of small retail stores have fallenvictim to overwhelming competition from huge discount chainsdetermined to take in every retail dollar in sight But noteveryone succumbs to the megastore invasion many small retailers grow and prosper in spite of this cutthroat competition How dothey do it Even more important how can you do it Small Store Survival is the how to book that belongs behind the counter of every independent retail store It analyzes small store operation in detail and lays out optimal survival strategies and tactics for seven key areas of business practice that are critical to success customer service marketing merchandising storeoperations management human resources and finance Its clear andlogical organization enables you to evaluate your businesspractices function by function identify strengths and weaknesses and develop action plans to improve operations in each of these crucial functions Written by a team of experts from Arthur Andersen LLP this guidepresents detailed solutions and best practices culled from retailersurveys site visits and industry research Its recommendations are applicable to a broad variety of retail formats includingstores that specialize in apparel appliances books drugs health and beauty care products electronics hardware home andgarden supplies pets and pet supplies as well as other specialtystores Numerous case studies illustrate the problems that plaguemany retailers and demonstrate ways you can overcome these obstacles and improve your business You ll learn how to Identify customer expectations and meet or exceed them at everyturn Identify pursue and capture a distinct customer market Establish a vision and culture for your store plan where the company needs to go and take steps to get there Compete for quality employees and once you hire them keep them Establish budgetary controls and contain costs Negotiate effectively for favorable terms from vendors and suppliers The most successful retailers never stop learning growing andadapting to changing circumstances The hundreds of sound ideaspresented in this study were developed and implemented by the most successful small store operators in the industry Here is your chance to learn and grow with them by adapting these solutions toyour own business needs Shopping Center and Store Leases Emanuel B. Halper, 2001 Spatial Microeconometrics Giuseppe Arbia, Giuseppe Espa, Diego Giuliani, 2021-03-25 Spatial Microeconometrics introduces the reader to the basic concepts of spatial statistics spatial econometrics and the spatial behavior of economic agents at the microeconomic level Incorporating useful examples and

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