

# retail training



## RETAIL BUSINESS ACUMEN

DURATION: 1 or 2 day options

### OVERVIEW:

There are lots of “numbers” we can extract from available financial information ... too many in fact. What's important and what's not? Where do we start and finish? What do they all mean, how do they impact on one another, us and the Organisation? What should we be doing with this information to improve? These are some of the questions many non-financial managers ask of themselves. Don't struggle any more. This practical “hands on” course will improve the knowledge and understanding of retail financial acumen in your organisation.

### EXPECTED OUTCOMES:

Delegates will leave this course with the necessary knowledge, tools and confidence to:

1. Analyse, discuss and interpret their retail financial information.
2. Make informed business improvement decisions.
3. An immediate improvement in Gross and Net profit.
4. An increased awareness of the importance of ensuring that our available resources, capital, space, people, stock and processes are working at maximum productivity all of the time.

### CONTENT:

- What numbers are essential?
- Understanding a Profit and Loss account
- Sales measures
- Shrinkage measures
- Labour measures
- E.B.I.T
- Inventory measures
- Customer measures
- K.P.I.s
- Practising the calculations