



“BUYING, PRICING & INVENTORY MANAGEMENT” (4 HOURS)

Audience: For managers, retail managers and buyers.

Formats:- Combined - recommended minimum of 4 and maximum of 20 participants.
- One-on-one with specialist AW consultant.

Venue: - Combined - an external training venue.
- One-on-one - a suitable consulting environment.

“Buying, Pricing & Inventory Management” is a comprehensive program addressing the key financial considerations in relation to Inventory Management. The program was commissioned by AW specifically for retail businesses in response to requests from clients and was authored by a former partner in PriceWaterhouseCoopers who is now running his own successful financial management training consultancy. The content has been further enhanced by a senior partner in Johnston Rorke Chartered Accountants.

Topics include:

- **Gross Margins and Markups**
- **Price Points**
- **Developing a Product Range**
- **Translating Retail Prices back into Purchase Prices**
- **Inventory Turnover Ratio**
- **Days in Inventory**
- **Managing Inventory Turnover**
- **Setting an Inventory Target**
- **Revising Purchasing Levels**
- **Gross Margin Return on Inventory Investment**
- **Using GMROI to Improve Performance**
- **Managing Space**
- **Gross Margin Return on Space (GMROS)**

The program includes a comprehensive workbook and practical exercises that will educate and empower you and your senior team members to better manage this critical aspect of your business' performance.