

## CHAPTER 2 TYPES OF RETAILERS

| ANNOTATED OUTLINE                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | INSTRUCTOR NOTES                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p><b>I. Retailer Characteristics</b></p> <ul style="list-style-type: none"> <li>The 1.9 million U.S. store-based retailers range from street vendors selling hot dogs to Internet retailers like <a href="http://Amazon.com">Amazon.com</a> to multichannel retailers like Best Buy that have both an extensive physical store presence and an active Internet site.</li> <li>The retail industry is always evolving. As consumer needs and competition within the industry change, new retail formats are created to respond to those changes.</li> <li>The most basic characteristic of a retailer is its retail mix – the elements used to satisfy its customers' needs.</li> <li>Four elements of the retail mix that are particularly useful for classifying retailers are: (1) the type of merchandise sold, (2) the variety and assortment of merchandise and/or services sold, (3) the level of customer service, and (4) the price of the merchandise.</li> </ul> | <p>Ask students to compare the four elements of the retail mix – the type of merchandise sold, the variety and assortment of merchandise and/or services sold, the level of service provided to customers, and price – of two women's specialty stores in a local mall. Now compare the retail mixes of one of the specialty stores and the local discount store (e.g., Wal-Mart). Use this comparison to illustrate how the competition between the two specialty stores is stronger than the competition between the specialty store and the discount store.</p> <p>PPT 2-3 illustrate classification of retailers by merchandise offering and by variety and assortment.</p> |
| <p><b>A. Variety and Assortment.</b></p> <ul style="list-style-type: none"> <li><b>Variety</b> is the number of merchandise categories a retailer offers. <b>Assortment</b> is the number of different items in a merchandise category. Each different item of merchandise is called a <b>SKU</b> (stock keeping unit).</li> <li>Variety is often referred to as the <b>breadth of merchandise</b> and assortment is referred to as the <b>depth of merchandise</b>.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | <p>See PPT 2-4</p> <p>Ask students to give examples of local retailers with low variety and high assortment, with high variety and low assortment.</p> <p>What benefits does high variety offer to customers? What is the benefit of high assortment?</p> <p>Ask student to give an example of an SKU.</p>                                                                                                                                                                                                                                                                                                                                                                      |
| <p><b>B. Services Offered</b></p> <ul style="list-style-type: none"> <li>Retailers also differ in the services they offer customers. Customers expect</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | <p>See PPT 2-10</p> <p>Discuss the different customer service policies</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |

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