

What Are The Training Needs of Retail Industry?



1

New Hire Training

According to the Bureau of Labor Statistics, employee turnover, on an average is around 60%. This means that if your store has 500 employees, you will need to train 1500 employees in the next 5 years. This makes retailers train their new hires.

Operational Training

Store manager has to look after various issues like front end does not have long queues of customers, and support customers when required, also on the return policy of goods. So, the manager on duty should be trained on such aspects so that the operations are carried out smoothly.

2



Product Training

In the retail industry, the familiarity of the staff with products is important as they deal with the customers directly. The employees should have full knowledge on new products so that they can satisfy the customer needs.



3

Software Training

Retail staff use software for billing, inventory management, etc. It is an open fact that retail staff is always busy on the floor and training them on software through traditional classroom training generally takes days or even weeks.

4



Retail Sales Training Guide

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Stone, Holly Burkett**



Retail Sales Training Guide:

Retail Sales Training Manual Norma O. Frame, 1995 **Distribution Data Guide**, 1958 *Marketing Information Guide*, 1959 *Dry Goods Guide*, 1920 *Training Retail Salespeople* William Boyd Logan, 1968 **2100 Business Books, and Guide to Business Literature** Newark Public Library. Business Branch, 1920 **2400 Business Books and Guide to Business Literature** Linda H. Morley, Adelaide C. Kight, 1920 2400 Business Books and Guide to Business Literature New Jersey. Public Library, 1920 **Franchise Opportunities Handbook**, 1991 This is a directory of companies that grant franchises with detailed information for each listed franchise **Franchise Opportunities Handbook** United States. Domestic and International Business Administration, 1986 This is a directory of companies that grant franchises with detailed information for each listed franchise Retail Sales Training Manual British Columbia. Division of Technical and Vocational Services. Curriculum Development Branch, Warren, Irene, 1970 **Education for Work** Arthur F. McClure, James Riley Chrisman, Perry Mock, 1985 This study provides an overview of the history of distributive education in America It summarizes major trends and is a combined history bibliography and survey guide designed to encourage and further our understanding **Distributive Education from AIM, 1967-1971** United States. Office of Education, 1972 *The ROI Fieldbook* Patricia Phillips, Jack J. Phillips, Ron Stone, Holly Burkett, 2006-10-19 Since the publication of Return on Investment in Training and Performance Improvement Programs many individuals have attempted to implement the ROI methodology in their organizations Having a credible process does not guarantee that an organization will implement the process effectively throughout the various functions and divisions The ROI Fieldbook will help organizations implement ROI successfully by providing concrete techniques tools strategies and reproducible items Jack Phillips and Patti Phillips and their associates have helped hundreds of organizations and individuals with their ROI workshops The ROI Fieldbook provides many different strategies for tackling the critical issues of implementation The authors examine every key barrier to implementation and suggest strategies for overcoming minimizing or removing the barriers The accompanying CD contains dozens of tools instruments and templates aimed at providing helpful resources for the individual or the team responsible for implementing ROI Case studies from a variety of organizations illustrate the broad range of application and implementation The CD also includes interactive material such as Are You Ready for ROI a self assessment test Other material includes templates for data collection ROI analysis plan action plan and a cost summary sheet Marketing Information Guide, 1961 **Small Business Bibliography**, 1963 Training of the Unemployed United States. Congress. Senate. Committee on Labor and Public Welfare, 1961 Considers S 987 the Vocational Retraining Act of 1961 and similar S 1991 the Manpower Development and Training Act of 1961 to authorize cooperative Federal state programs for retraining unemployed workers displaced by technological developments foreign competition or shifts in the market **Training of the Unemployed** United States. Congress. Senate. Committee on Labor and Public Welfare. Subcommittee on Employment, Manpower, and Poverty, 1961

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