

Dakota College at Bottineau Course Syllabus

Course Prefix/Number/Title:

BADM 260 – Principles of Retailing

Course Description:

This course introduces students to retail operations and management. The evolution of retailing and its present role in the marketing system is examined, as well as the impact of various trends upon retail institutions. Other major areas covered include: the determination of a target market, site selection and store design, store organization, merchandising, pricing, staffing and training employees, store promotion, customer services, and control of store operations.

Course Objectives:

After taking this course students should be able to:

- Understand and effectively explain the complex discipline of retailing.
- Comprehend basic retailing strategies including retail market strategy, finance strategy, and location strategy.
- Evaluate merchandise assortment, buying systems and merchandise pricing.
- Analyze and critically discuss store layout, design, visual merchandising and customer service.

Analyze and discuss diversity as it affects retailing

Instructor:

Keri J. Keith

Office:

Thatcher Hall 205

Office Hours:

1:00 – 2:00 pm: Monday, Wednesday and Friday

11-12:00 pm: Tuesday and Thursday

Phone:

701-228-5624

Email:

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Lecture/Lab Schedule:

MWF: 11-11:50

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Textbook(s):

Retailing Management, 7th Edition – Levy and Weitz. ISBN: 978-0-07-338104-6

Course Requirements:

Course requirements consist of class participation, assignments, quizzes, and exams.

Grade Weighting

Ch2 DQ:	15 points
Case 2:	15 points
Ch3 DQ:	15 points
Ch4 wksht:	15 points
Case 4:	15 points
Exam 1:	100 points
Location Assgt (1):	50 points
Location Assgt (2):	50 points
Exam 2:	100 points
Case 18:	15 points
Ch 14 DQ:	15 points
Exam 3:	100 points
Ch 17 wksht:	15 points
Merch. Mgmt:	100 points
Store Layout:	100 points
Exam 4:	100 points
Participation:	<u>80 points</u>
Total:	900 points

Grading Scale

90% - 100%	A
80% - 89%	B
70% - 79%	C
60% - 69%	D
Less than 60%	F

Tentative Course Outline

Date	Activity
August 25	Introduction, syllabus, student introductions.
August 27	Lecture chap 1
August 30	Lecture chap 2
September 1	Finish Lecture, Chap 2. Answer questions 1, 2, 9, 10 on page 66.
September 3	Lecture Chapter 3, part 1
September 6	No class - Labor Day
September 8	In Class Assignment: Read Case 2 on page 577. Answer questions 1-3 in paragraph format.
September 10	Lecture Chapter 3, part 2 Assignment: Answer discussion questions 1,2,4,6 on page 94.
September 13	In Class Assignment: Read Chapter 4, part 1, and complete the worksheet.
September 15	Lecture Chapter 4, part 2
September 17	In Class Assignment: Read Case 4 on page 579. Answer questions 1-3.
September 20	Lecture Chapter 5
September 22	Review Exam 1
September 24	Exam 1
September 27	Lecture Chapter 7
September 29	Review exam 1 results. Lecture second half of Chapter 7
October 1	Chap 8
October 4	Lecture Chapter 9, part 1
October 6	Lecture Chapter 9, part 1 (cont)

October 8	Lecture Chapter 9, part 2 Finish Chapter 9
October 11	<p>Assignment: For the sake of this assignment; imagine you are opening a new Chili's franchise in Minot. On a map of Minot, indicate your top three choices for locating the restaurant AND the three worst locations for the restaurant. On a separate document, provide rationale for your decisions. Use chapters 7 and 8 for information.</p> <p>For a map of Minot, go to Google and type in Minot. The first link is to a zoom-in/zoom-out map of the city.</p>
October 13	Continue Location Assignment (Keri gone at Leadership Conference)
October 15	Assignment: As a group, each campus chooses one location. Each campus then presents its decision to the class. Campuses then debate to choose the final top location decision.
October 18	Continue working on assignment
October 20	Present Location Assignments. Discussion.
October 22	Review for Exam 2
October 25	Exam 2
October 27	Lecture, Chap 11
October 29	Review Exam 2, Lecture, Chap 11, p2 Case 18- p599
November 1	Lecture, Chap 12
November 3	Lecture, Chap 14 Assignment: p 410 DQ's: 1,2,4,6.
November 5	Lecture, Chap 15
November 8	Review for Exam 3
November 10	Exam 3
November 12	Assignment: Chapter 17 Worksheet
November 15	Merchandise management project and Lecture, Chap 17
November 17	Finish Chap 17
November 19	Lecture, Chap 19

November 22	Work on merchandise management project
November 25/4	Lecture, Chap 18 Merchandise management project due.
November 26 No class, Thanksgiving	
November 29	Assignment: Store Layout Model Project
December 1	Work on Store Layout Model Project
December 3	Work on Store Layout Model Project
December 6	Present Store Layout Model Project
December 8	Present Store Layout Model Project.
December 10	Review for Exam
December 13	Exam 4

Relationship to Campus Theme:

A focus on the growing “green” movement in business retailing and management. Also addressing consumption and the new technologies that are affecting the business industry. Students will also understand how to utilize these new ideologies and tools to their benefit, as well as the benefit of the world and society as a whole as emerging leaders.

Classroom Policies:

Absences and Assignment Due Dates: If a student must miss class, he/she must contact the instructor within 24 hours of the class period. Late assignments will be docked 10% per day late. This is the policy for all assignments in all circumstances. If you email me an assignment, you will get a reply from me to verify that I have received the assignment. If you do not get a receipt from me, I did not get the assignment. It is your job to ensure that I have received the assignment, so if you do not get a response from me within 24 hours of submitting your assignment by email, you need to resend the email. The assignment continues to lose 10% per day during this time.

Attendance and participation is expected. Ten percent of your grade is based solely on attendance and participation. You are responsible for the activities of each class period. If you know of a conflict ahead of time, you are welcome to submit assignments early.

Electronic Devices: Silence cellular phones, pagers, CD players, radios, and similar devices in the classroom and laboratory facilities. Reasonable laptop-size computers may be used in

lecture for taking notes. If this is an IVN course, cell phone must be turned off at all times in class!

This class will be a place where all thoughts are welcome, no one fears sharing their opinion, and minds are open to new ideas. You have all EARNED the opportunity to be here by completing the same criteria, thus making you equals. As emerging leaders, you are expected to show respect for each other's differences. Conflicting opinions are part of life and will create dynamic discussions. The instructor reserves the right to end these discussions and the participants will agree to disagree.

It is your responsibility to keep all assignments that are graded and handed back to you. In the case of a grade dispute, it is the student's responsibility to provide past assignments to confirm grades.

The syllabus is a living document that is subject to change. All assignments will be confirmed during the class prior to their due date. The instructor reserves the right to allow the class agenda to fluctuate as the course progresses.

Academic Integrity:

Plagiarism: To plagiarize is to "steal and pass off the ideas or words of another as one's own" (*Webster's Dictionary*). **Plagiarism will not be tolerated in this course.** When completing a research paper, it is necessary to cite all information gathered from other sources - including direct quotations and paraphrases - within the text of the paper using parenthetical notes at the end of the documents in a works cited list. A handout regarding the MLA guidelines is available at the writing center if you would like further information. Students are expected to follow MLA guidelines for the research paper. If you have any questions - please contact myself or go to the learning center for more information. **Students found plagiarizing material will receive a "0" for the assignment.**

Cheating: Cheating will not be tolerated. Any student found to be cheating will receive a 0 on the assignment. An additional incidence of cheating will result in the student being dismissed from the course.

Disabilities and Special Needs:

If you have any condition, such as a physical or learning disability, for which you need extra assistance, please inform me immediately. If you have already met with Student Development personnel, please provide me with information regarding your special needs as soon as possible so that appropriate accommodations can be made.