

Course Prefix/Number/Title: BADM 260- Principles of Retailing

Number of Credits: 3

The syllabus is subject to change.

**Course Description:**

This is a practical course designed to introduce 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.

**Each week opens at 6:00 a.m. on Monday. Initial discussion is due Thursday by 10:00 p.m. Secondary discussion responses and assignments are due Sunday by 10:00 p.m. The week closes on Sunday at 10:00 p.m.**

**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:** Janeen Pollman

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**Textbook (required for course):**

Retailing Management 10<sup>th</sup> Edition—Levy and Weitz ISBN 9781260277081

Available from the DCB bookstore—701-228-5458 or email [bookstore@dakotacollege.edu](mailto:bookstore@dakotacollege.edu)

**Course Requirements:**

Course requirements consist of class participation, assignments, quizzes, and a final exam. All assignments will be turned in Via Blackboard – All PowerPoints are in Blackboard as well.

**Tentative Course Outline:**

### Graded items

Item	Points
Assignments (7@various points)	325
Weekly Discussion Questions (13 @20)	260
Quizzes (16@20)	320
Final Exam	100

Total 1005

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

No incompletes will be given.

### CTE Competency/Department Learning Outcome(s):

Students will:

1. Employ industry-specific skills in preparation for workplace readiness.
2. Combine general education and vocational skills curriculum.

**Relationship to Campus Theme:** Dakota College at Bottineau emphasizes nature, technology, and beyond as a focus for the unique blend of courses and programs offered here. This course will emphasize the use of technology, communications, and the diverse makeup of the business community.

### Classroom Policies:

**IMPORTANT:** All assignments (unless noted by instructor) are posted on the Blackboard course shell, accessible through the College's website. Also, all assignments must be submitted electronically through Blackboard. Be sure to take the necessary amount of time to appropriately complete and submit the assignment on time. **NO LATE ASSIGNMENTS ARE ACCEPTED.**

\*If you are experiencing issues with Blackboard or other technology, please email your submissions to me so they are not late. It is your responsibility to get the assignment to me.

### ONLINE NATURE OF COURSE

To simulate class discussion, you will participate in discussion forums. Protocol for these discussion questions is as follows:

- You will be required to post one initial substantial discussion question response each week. This will **be due by Thursday at 10:00 p.m. every week.** Please cite your sources.

- You will be required to reply to another student's discussion response with a substantial follow-up (due Sunday by 10:00 p.m. every week). This could be a question about what they wrote, expansion on their thoughts, etc.

**Late Assignments**

No late work will be accepted unless previous arrangements are made. Arrangements will only be made in emergency situations.

**Student Email Policy:**

Dakota College at Bottineau uses DCB email as an official form of communication. A student's campus-assigned email address will be the only one recognized by the Campus for official mailings. The liability for missing or not acting upon important information conveyed via campus email rests with the student.

**Academic Integrity:**

According to the DCB Student Handbook, students are responsible for submitting their own work. Students who cooperate on oral or written examinations or work without authorization share the responsibility for violation of academic principles, and the students are subject to disciplinary action even when one of the students is not enrolled in the course where the violation occurred. The Code detailed in the Academic Honesty/Dishonesty section of the Student Handbook will serve as the guideline for cases where cheating, plagiarism or other academic improprieties have occurred.

**Disabilities or Special Needs:**

Students with disabilities or special needs (academic or otherwise) are encouraged to contact the instructor and Disability Support Services.

**Title IX:**

Dakota College at Bottineau (DCB) faculty are committed to helping create a safe learning environment for all students and for the College as a whole. Please be aware that all DCB employees (other than those designated as confidential resources such as advocates, counselors, clergy, and healthcare providers) are required to report information about such discrimination and harassment to the College Title IX Coordinator. This means that if a student tells a faculty member about a situation of sexual harassment or sexual violence, or other related misconduct, the faculty member must share that information with the College's Title IX Coordinator. Students wishing to speak to a confidential employee who does not have this reporting responsibility can find a list of resources on the DCB Title IX webpage.