

## Content

Course Code	Course Name	Semester	Theory	Practice	Lab	Credit	ECTS
GE 745	Strategic Management in Retailing	1	3	0	0	3	7

Prerequisites	
Admission Requirements	

Language of Instruction	Turkish
Course Type	Elective
Course Level	Doctoral Degree
Objective	<p>This course aims to teach the basic concepts, principles and practices of retail management and new trends and developments in retailing. The aims of the course are:</p> <ul style="list-style-type: none"><li>- Learning the basic concepts of retailing,</li><li>- Understanding the dynamics of retail strategies,</li><li>- Learning the types of retailers,</li><li>- Understanding retailing activities and policies,</li><li>- Understanding of new trends and developments in retailing.</li></ul>
Content	<p>Week 1: Definition, Scope and Functions of Retailing</p> <p>Week 2: Store Based Retailing</p> <p>Week 3: Storeless Retailing</p> <p>Week 4: Consumer Behavior in Retailing</p> <p>Week 5: Market Strategies in Retailing</p> <p>Week 6: Location</p> <p>Week 7: Midterm exam</p> <p>Week 8: Retail Location Selection</p> <p>Week 9: Organizational Structure and Human Resources Management in Retailing; Information Systems and Supply Chain Management</p> <p>Week 10: Customer Relationship Management; Product management</p> <p>Week 11: Pricing</p> <p>Week 12: Retail Communication Mix</p> <p>Week 13: Store Management</p> <p>Week 14: Customer Service</p>
References	<p>Levy, Micheal ve Weitz, Barton A., Retailing Management, McGraw Hill Inc., NewYork.</p> <p>Journal of Retailing</p>

## Theory Topics

<b>Week</b>	<b>Weekly Contents</b>
1	The Definition, Scope and Functions of Retail
2	Store Based Retailing
3	Storeless Retailing
4	Consumer Behavior in Retailing
5	Market Strategies in Retailing
6	Location
7	Midterm Exam
8	Retail Location Selection
9	Organizational Structure and Human Resources Management in Retailing; Information Systems and Supply Chain Management
10	Customer Relationship Management; Product Management
11	Pricing
12	Retail Communication Mix
13	Store Management
14	Customer Service