

KINGSBOROUGH COMMUNITY COLLEGE of the CITY UNIVERSITY OF NEW YORK
Department of Business Office M 3XX

RM 34 – Merchandise and Control
(3 credits – 3 hours)

A. BULLETIN DESCRIPTION:

The course topics include: dynamics of the world of retailing and fashion merchandising, selection and merchandising of products, sales forecasting, stock planning, the use of computers, the mathematics of markup, markdown and inventory control.

B. OUTCOMES:

- Students will understand the dynamics of retailing and how to merchandise goods for profit.
- Students will be able to solve merchandising and management problems, by analyzing practical applications.
- Students will understand the principles and procedures for profitable manipulation of a merchandise investment including planning, pricing and inventory control with emphasis on the mathematics that produce a profit for the retailer.
- Students will become proficient in the mathematics involved in the study of merchandising through the use of illustrations from real world problems.
- Student will be able to prepare a six-month merchandising plan for a store.

C. RESOURCES:

Mathematics for Retail Buying, Bette K. Tepper, Seventh, Edition, Fairchild Publications, New York, New York, 2014
ISBN 978-1-60901-524-4.

D. METHODS OF INSTRUCTION:

1. Classroom lectures and discussion
2. Homework and clarification
3. Relating course information to current relevant industry practices.

E. METHODS OF EVALUATION:

1. Chapter Tests 60%
2. Final Exam 20%
3. Homework & Quiz grades 10%
4. Attendance & participation 10%

F. NOTES:

- 3 absences limit. 2 lateness = 1 absence
- Excessive absence may result in penalty grade.
- No make-up exams
- Academic Dishonesty: You are expected to do your own work. If you cheat or copy someone else's work (or allow yours to be copied) you will be graded with ZERO or course failure. (KCC's plagiarism policy is at www.kingsborough.edu.)
- Civility and respect for others is essential in an academic environment. Any acts of harassment and/or discrimination based on race, gender, age, sexual orientation, religion, or ability will not be tolerated.
- Electronics: Your cell phone MUST be silent during class (and turned OFF during exams)! No texting! Any laptop/netbooks MUST BE USED solely for note-taking.
- All electronics must (be silent and turned OFF during class!)

G. COURSE TRANSFERABILITY: (3 Credits)

Fashion Institute of Technology

Laboratory Institute of Merchandising

TOPICAL OUTLINE

<u>Week</u>	<u>Text</u>	<u>Assignments</u>
1 – 4	Introduction <u>Unit I</u> Merchandising for a Profit Test #1	Pages 1-46
5-8	<u>Unit II</u> Test #2 Pricing and Re-pricing of Merchandise Test #3	Pages 55-112
9-11	<u>Unit III</u> Test #4 The Relationship of Markup to Profit Test # 5	Pages 113-160
12-14	<u>Unit V</u> Dollar Planning & Control Test #6 Review for Final Exam	Pages 257-330