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Retail Management for Salons and Spas (Paperback)

By Milady

Cengage Learning, Inc, United States, 2012. Paperback. Condition: New. Language: English . Brand New Book. Managing a retail operation in a salon or spa can be a daunting task. To the technician learning business skills, Retail Management for Salons and Spas is a fantastic resource. This text provides essential business information and a clear understanding of what it takes to run a profitable retail operation while overseeing the day-to-day operations. Topics include identifying a target market, preparing and executing a marketing plan, retail sales forecasting, vendor selection, purchasing strategies, inventory management, record keeping, space planning, and incentivizing staff. It also effectively provides tools such as case studies, learning activities, and quizzes to bring lessons to life. With Retail Management for Salons and Spas, professionals will learn the why, the when, and the how of selling retail products to their customers.



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