



# Retail Training.com

RetailTraining.com provides retailers with off-the-shelf and custom designed training solutions in mobile, online and in-store formats. Our unique Retail Education Model™ is the first of its kind to align to the Five P Retail Model and supports the need for strategic planning in order to maximizing profits. Our courses include a retail perspective from a variety of sectors and are available for store employees, operations managers and independent owners alike. Each course includes interactions, knowledge checks, an end-of-course quiz, and a “What’s next?” discussion to encourage skill practice. Downloadable links to in-store activities are also available in many of the courses.



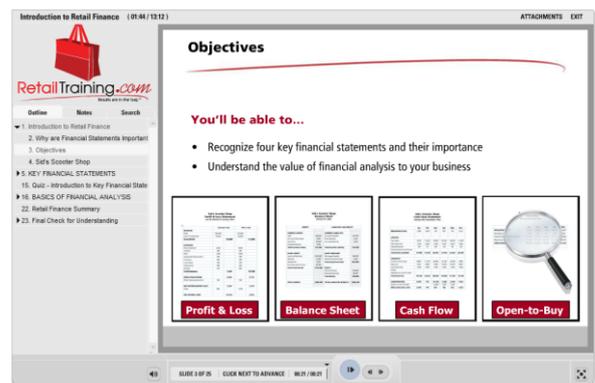
## Introduction to Retail Finance E-Learning Course

### Target Audience

Store owners and store managers who need to be able to use key financial statements, including Profit and Loss Statement, Balance Sheet, Cash Flow and Open-to-Buy, to assess and analyze the financial health of their retail business.

### Objectives of the Program

- Recognize four key financial statements and their importance – Profit and Loss Statement, balance sheet, cash flow and Open-to-Buy
- Understand the value of financial analysis to your business



### Course Overview

Introduction to Retail Finance is a self-paced web-based program. All the student needs to run the program is access to a PC and web browser. The program provides 20 minutes of training and is valid for 1 year. Within the purchased period, students can revisit the material as often as they wish.

The program includes a variety of interest generating features and quizzes. Companies who buy a group of licences will be given access to reporting facilities in the Learning Management System. This enables management to track which students have started and completed the training and their test scores.

### Study Time

20 minutes



## Program Contents

- **Key financial statements**
  - Profit and loss statement
  - Balance Sheet
  - Cash flow statement
  - Open-to-Buy
- **Basics of financial analysis**
  - Profitability
  - Efficiency
  - Leverage
- **Retail finance summary**

## Other Courses Available from Retail Training.com

- Appearance and Attitude
- Becoming a FAB-ulous Sales Associate
- Big Ticket Sales
- Cashier Service Basics
- Coaching for Retention
- Consultative Selling
- Demonstrative Selling
- Greeting customers
- Impulse Merchandising
- Merchandising Basics
- Professional Selling
- Profit and Loss – The Bottom Line
- Project Selling
- Retail Sales Transaction
- Retail Sales and Service
- Selling on the Phone
- Suggestive Selling
- We're All Different
- Welcome to Retail

