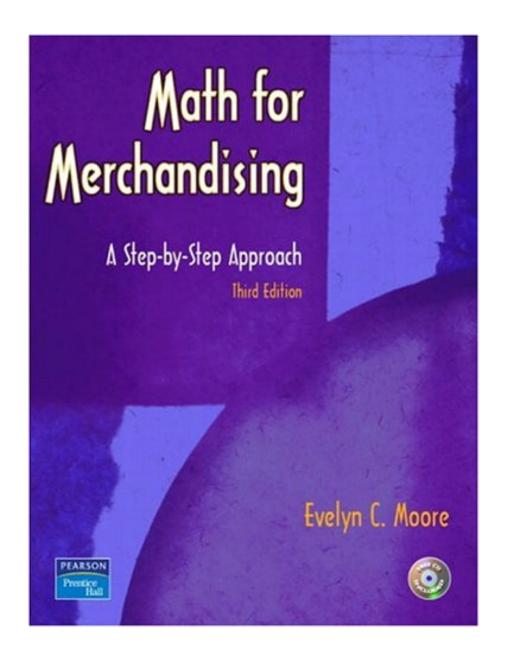


DOWNLOAD EBOOK : MATH FOR MERCHANDISING: A STEP-BY-STEP APPROACH (3RD EDITION) BY EVELYN C. MOORE PDF





Click link bellow and free register to download ebook:

MATH FOR MERCHANDISING: A STEP-BY-STEP APPROACH (3RD EDITION) BY EVELYN

C. MOORE

DOWNLOAD FROM OUR ONLINE LIBRARY

Locate a lot more encounters and knowledge by checking out guide entitled **Math For Merchandising: A Step-by-Step Approach (3rd Edition) By Evelyn C. Moore** This is an e-book that you are looking for, isn't really it? That corrects. You have involved the ideal site, then. We consistently offer you Math For Merchandising: A Step-by-Step Approach (3rd Edition) By Evelyn C. Moore and also the most preferred e-books on the planet to download and install as well as took pleasure in reading. You might not neglect that seeing this set is a purpose or also by accidental.

From the Inside Flap Preface

The mere thought of taking a math course causes most people to clench their teeth, break out in a cold sweat, and start biting their fingernails. Relax! This course is different.

This course uses practical applications to help you understand the tools of the trade. The approach is geared to help you interpret industry words and thoughts and then use your calculators (or computers) to translate your needs into clear mathematical answers.

You will approach this course in a very logical manner, with a step-by-step approach, one that parallels your career path in the merchandising industry. From the start in Chapter 1, you will discover, with the help of the text, which uses a worktext format, that your calculator is a key tool for solving problems effectively.

Chapter 2 teaches you the fundamentals of working with numbers. You look at the relationship of whole numbers to parts so you can calculate sales figures, commission statements, taxes, and discounts. With the numbers serving as the foundation, you can then look at how the numbers reflect the consumer, economic, fashion, and lifestyle trends that businesses address daily.

Once you grasp working with numbers, the work will flow, just as though you were on the job, to more responsible tasks. In Chapter 3 you will look at some of the forms you may be asked to complete in a clerical position or as an assistant buyer. Along with the forms, you will learn what you will be filling in, and why. The information on these forms comes from a buyer's purchases at market. You'll take an inside look at the buyer's role in the marketplace, as he or she must negotiate prices with the wholesalers to arrive at the sharpest terms and conditions of sale, including product price, payment arrangements, and shipping charges.

The text then takes you to the retail end of merchandising, pricing and reprising products. In Chapters 4 and S you will apply the basic math skills you learned in Chapter 2 to determine individual, initial, average, cumulative, and maintained markups. Through the exercises in Chapter 5, you will continue to develop strong critical thinking skills that reinforce pricing decisions. Markdowns, a very strong component in the competitive retailing world, are covered in Chapter 6.

As you move on in the text, you will see how job responsibilities expand and provide further challenges. Part IV of the workbook is designed to help merchandising majors learn the financial planning methods used in the industry. This section covers six-month plans, open to buy, and classification planning. Chapter 7 introduces you to the elements of six-month plans and explains why they are important to a merchandising operation. From there you move on to Chapter 8, where you will learn how to analyze and interpret what the numbers mean and how a merchant can use these figures to judge the overall "healthiness" of an operation. Chapters 9 and 10 will carry you to a different level, that of the planner. With a solid foundation in analyzing numbers, adding on markup, and applying markdown pricing, as a merchandiser you now plan stocks, balance the flow of new merchandise and maintain balanced stocks, first by using last year's figures as a guide in Chapter 9 and, then, in Chapter 10, by designing a plan from scratch, just as you would do for a new business. Chapter 11 helps you prepare buying plans for market, which are then reinforced in Chapter 12 as you learn how to build strong merchandise assortments through classification planning.

Part V shows you how numbers serve as tools to use in determining if a company's objectives and goals have been met. Here you take a look at how buying, pricing, and planning decisions are measured and evaluated. Again, using the skills from Chapter 2, you will apply basic math skills to profit-and-loss statements and income statements in Chapter 13. Sales per square foot, a key factor in profitability, is introduced in Chapter 14.

Part VI briefly introduces the basics of corporate buying offices. With an increase in national brand products and private labeling growing worldwide, merchandisers faced with increasing competition now have to be able to calculate the cost of goods sold and determine if it is feasible to develop a product for a company. In this chapter you will learn how to prepare cost sheets and apply the pricing concepts you learned in Part III to determine if a product is competitive. Here you get a glimpse of how merchandising strategies are developing for the 21st century.

The final section provides a check-in point for students. Often students want to make sure they are doing the calculations correctly, but if they are working outside the classroom, they don't have anyone with whom to check. Basic formulas and the solutions to the odd-numbered problems are given.

So, relax! You will take this course step by step, just like your career in the industry. This text will give you the big picture, serving as a "reality check" for what really goes on behind the store windows.

Hands-on experience is always the first step in on-the-job training, and this is a great place for all of you to start. The skills you learn here will lead you to the next step, coordinating this skill set with technology. Merchants today depend on the speed and accuracy of information provided by computer software programs. However, you first have to learn

What is entered into the programs What the data means How to interpret and develop effective strategies based on the direction the numbers target

Math for Merchandising: A Step-by-Step Approach guides you through the common-sense steps needed as you develop visionary ideas, forecast trends, and end up with financial success in the ever-changing fashion merchandising world. Acknowledgments

Completion of this project was due in great part to my students, who, for many years, have challenged me to find better and easier ways to teach them the merchandising math skills needed for success in the job market. I am grateful for their insistence and their one constantly repeated question, What do I do first? I thank all of you for reading and improving the materials in this manuscript over the years, but, most importantly, for the confidence you've placed in me.

Many people at Prentice Hall have played significant roles in the completion of this project, and I wish to extend my special thanks to Mark Cohen for his ongoing encouragement and to Stephen Helba and Elizabeth Sugg for their support and confidence.

To Kelli Jauron and Michael Jennings with Carlisle Publishing, I truly appreciate your efforts to design a very user friendly book for students of all ages.

I would also like to thank the experts who critiqued this work and provided such good advice and direction for the second edition: Leslie Evans Bush, Phoenix College (AZ); Gary M. Donnelly, Caspar College (WY); Farrell D. Doss, Ph.D., Radford University (VA); Fran Huey, ICM School of Business (PA); Dr. Gwendolyn Jones, University of Akron (OH); and Jerry W. Lancio, Daytona Beach Community College (FL).

Along with the help of my peers, the meticulous attention shown to me by Michelle Churma, associate editor, has been truly appreciated.

And, most importantly I would like to say to copyeditor Linda Thompson: Your advice, suggestions and expertise through both the first and second editions of this text, have been invaluable to me, and I honestly cannot begin to thank you enough!

Evelyn Moore

From the Back Cover

Key Benefit: This book provides a practical application of the skills necessary in a merchandising career. Beginning with number fundamentals, it moves into the skills needed to communicate words into calculators or computers as a means of translating business needs into mathematical answers. Key Topics: Merchandising Math parallels a merchandising career by presenting math in the same sequence as they would be encountered in business. Beginning with the functions of a sales associate (calculating percentage of sales), it progresses to writing orders, calculating markup, analyzing plans, profit and loss statements, and cost sheet development for corporate product development. It provides practical experience with math skills relevant to retail merchandising through charts and templates (T-charts for markup, templates for a six month plan, and profit/loss templates). Market: A valuable resource for any reader in a retail environment seeking a means of improving and expanding his skills and abilities.

About the Author

EVELYN C. MOORE

A graduate of Youngstown State University with a degree in business administration, Evelyn worked her way through the ranks as a sales associate, clerical, assistant buyer, and buyer at Ohio's Strouss Department Store, a division of the May Company. In that experience, she found the opportunity to participate in the May Company Executive Training Program. The classes, designed and presented by seasoned store leaders, were jammed with practical first-hand knowledge and made Evelyn realize that her first love was training and development.

Learning directly from the pros also made her realize the wide gap between college courses based on definitions and theory—versus the needed on-the-job skills. With the desire to bridge the gap, Evelyn returned to school and earned teaching certificates for grades K-12, secondary, and adult education programs. Upon entering the teaching arena, she found there were many other students who once, like her,

asked, "OK, what do I do first? How do I start? What advice do you have?" This need led Evelyn to find ways to make learning easier...to show students how to by giving them step-by-step tools that are practical and relevant for the merchandising industry.

In fact, Evelyn has never stopped learning from the industry pros. This text is unique because it has been driven by industry colleagues who have critiqued the content and offered advice as it applies to the demands of the industry today and into the future. Together they shared the same goal—to provide a foundation that will help aspiring businessmen and women develop the indispensable decision-making skills essential to understanding the important merchandising concepts and measurements of performance.

Currently Evelyn is a specialized research consultant, as well as an adjunct instructor at Johnson & Wales University in North Miami Beach and a certified online facilitator. Formerly an instructor in the fashion program at the Art Institute of Fort Lauderdale (1987-1999) and earlier with Bauder College, a division of NEC, Evelyn also coauthored Apparel Product Development, Second Edition, Prentice-Hall, Inc., Copyright © 1998, 2001.

Evelyn is a 1996 and 1998 honoree in Who's Who in America's Teachers and a 1999 nominee for the National Achievement Awards as Distinguished Member of the Year by the Art Institute of Fort Lauderdale. She resides in Fort Lauderdale, Florida, with husband, Jesse, and sons, Peter and Zachary.

<u>Download: MATH FOR MERCHANDISING: A STEP-BY-STEP APPROACH (3RD EDITION) BY EVELYN C. MOORE PDF</u>

Math For Merchandising: A Step-by-Step Approach (3rd Edition) By Evelyn C. Moore. In what case do you like reading a lot? Exactly what regarding the type of guide Math For Merchandising: A Step-by-Step Approach (3rd Edition) By Evelyn C. Moore The have to review? Well, everybody has their very own reason needs to check out some e-books Math For Merchandising: A Step-by-Step Approach (3rd Edition) By Evelyn C. Moore Mainly, it will certainly relate to their necessity to obtain understanding from the e-book Math For Merchandising: A Step-by-Step Approach (3rd Edition) By Evelyn C. Moore and also intend to read merely to obtain enjoyment. Stories, tale e-book, and various other entertaining books become so prominent this day. Besides, the clinical books will certainly additionally be the most effective need to choose, particularly for the students, instructors, doctors, entrepreneur, and other careers which enjoy reading.

It can be one of your morning readings *Math For Merchandising: A Step-by-Step Approach (3rd Edition) By Evelyn C. Moore* This is a soft documents publication that can be managed downloading from on the internet book. As understood, in this sophisticated period, innovation will certainly ease you in doing some activities. Even it is simply reading the presence of publication soft file of Math For Merchandising: A Step-by-Step Approach (3rd Edition) By Evelyn C. Moore can be added function to open. It is not just to open and conserve in the gizmo. This moment in the early morning and various other downtime are to read guide Math For Merchandising: A Step-by-Step Approach (3rd Edition) By Evelyn C. Moore

The book Math For Merchandising: A Step-by-Step Approach (3rd Edition) By Evelyn C. Moore will consistently make you positive worth if you do it well. Finishing guide Math For Merchandising: A Step-by-Step Approach (3rd Edition) By Evelyn C. Moore to review will certainly not become the only objective. The objective is by obtaining the positive worth from guide till the end of the book. This is why; you have to find out more while reading this Math For Merchandising: A Step-by-Step Approach (3rd Edition) By Evelyn C. Moore This is not only how quickly you review a publication and not only has how many you completed the books; it has to do with exactly what you have actually acquired from the books.

This book takes users step by step through the concepts of merchandising math. It is organized so that the chapters parallel a career path in the merchandising industry. The book begins with coverage of fundamental math concepts used in merchandising and progresses through the forms and math skills needed to buy, price, and re-price merchandise. Next readers learn the basics of creating and analyzing six-month plans. The final section of the book introduces math and merchandising concepts that are typically used at the corporate level. For individuals pursuing a career in merchandising.

Sales Rank: #87474 in BooksPublished on: 2004-06-25

• Ingredients: Example Ingredients

• Original language: English

• Number of items: 1

• Dimensions: 10.80" h x 1.00" w x 8.20" l, 1.72 pounds

• Binding: Paperback

• 368 pages

From the Inside Flap

Preface

The mere thought of taking a math course causes most people to clench their teeth, break out in a cold sweat, and start biting their fingernails. Relax! This course is different.

This course uses practical applications to help you understand the tools of the trade. The approach is geared to help you interpret industry words and thoughts and then use your calculators (or computers) to translate your needs into clear mathematical answers.

You will approach this course in a very logical manner, with a step-by-step approach, one that parallels your career path in the merchandising industry. From the start in Chapter 1, you will discover, with the help of the text, which uses a worktext format, that your calculator is a key tool for solving problems effectively.

Chapter 2 teaches you the fundamentals of working with numbers. You look at the relationship of whole numbers to parts so you can calculate sales figures, commission statements, taxes, and discounts. With the numbers serving as the foundation, you can then look at how the numbers reflect the consumer, economic, fashion, and lifestyle trends that businesses address daily.

Once you grasp working with numbers, the work will flow, just as though you were on the job, to more responsible tasks. In Chapter 3 you will look at some of the forms you may be asked to complete in a clerical position or as an assistant buyer. Along with the forms, you will learn what you will be filling in, and why. The information on these forms comes from a buyer's purchases at market. You'll take an inside look at the

buyer's role in the marketplace, as he or she must negotiate prices with the wholesalers to arrive at the sharpest terms and conditions of sale, including product price, payment arrangements, and shipping charges.

The text then takes you to the retail end of merchandising, pricing and reprising products. In Chapters 4 and S you will apply the basic math skills you learned in Chapter 2 to determine individual, initial, average, cumulative, and maintained markups. Through the exercises in Chapter 5, you will continue to develop strong critical thinking skills that reinforce pricing decisions. Markdowns, a very strong component in the competitive retailing world, are covered in Chapter 6.

As you move on in the text, you will see how job responsibilities expand and provide further challenges. Part IV of the workbook is designed to help merchandising majors learn the financial planning methods used in the industry. This section covers six-month plans, open to buy, and classification planning. Chapter 7 introduces you to the elements of six-month plans and explains why they are important to a merchandising operation. From there you move on to Chapter 8, where you will learn how to analyze and interpret what the numbers mean and how a merchant can use these figures to judge the overall "healthiness" of an operation. Chapters 9 and 10 will carry you to a different level, that of the planner. With a solid foundation in analyzing numbers, adding on markup, and applying markdown pricing, as a merchandiser you now plan stocks, balance the flow of new merchandise and maintain balanced stocks, first by using last year's figures as a guide in Chapter 9 and, then, in Chapter 10, by designing a plan from scratch, just as you would do for a new business. Chapter 11 helps you prepare buying plans for market, which are then reinforced in Chapter 12 as you learn how to build strong merchandise assortments through classification planning.

Part V shows you how numbers serve as tools to use in determining if a company's objectives and goals have been met. Here you take a look at how buying, pricing, and planning decisions are measured and evaluated. Again, using the skills from Chapter 2, you will apply basic math skills to profit-and-loss statements and income statements in Chapter 13. Sales per square foot, a key factor in profitability, is introduced in Chapter 14.

Part VI briefly introduces the basics of corporate buying offices. With an increase in national brand products and private labeling growing worldwide, merchandisers faced with increasing competition now have to be able to calculate the cost of goods sold and determine if it is feasible to develop a product for a company. In this chapter you will learn how to prepare cost sheets and apply the pricing concepts you learned in Part III to determine if a product is competitive. Here you get a glimpse of how merchandising strategies are developing for the 21st century.

The final section provides a check-in point for students. Often students want to make sure they are doing the calculations correctly, but if they are working outside the classroom, they don't have anyone with whom to check. Basic formulas and the solutions to the odd-numbered problems are given.

So, relax! You will take this course step by step, just like your career in the industry. This text will give you the big picture, serving as a "reality check" for what really goes on behind the store windows.

Hands-on experience is always the first step in on-the-job training, and this is a great place for all of you to start. The skills you learn here will lead you to the next step, coordinating this skill set with technology. Merchants today depend on the speed and accuracy of information provided by computer software programs. However, you first have to learn

What is entered into the programs What the data means How to interpret and develop effective strategies based on the direction the numbers target

Math for Merchandising: A Step-by-Step Approach guides you through the common-sense steps needed as

you develop visionary ideas, forecast trends, and end up with financial success in the ever-changing fashion merchandising world. Acknowledgments

Completion of this project was due in great part to my students, who, for many years, have challenged me to find better and easier ways to teach them the merchandising math skills needed for success in the job market. I am grateful for their insistence and their one constantly repeated question, What do I do first? I thank all of you for reading and improving the materials in this manuscript over the years, but, most importantly, for the confidence you've placed in me.

Many people at Prentice Hall have played significant roles in the completion of this project, and I wish to extend my special thanks to Mark Cohen for his ongoing encouragement and to Stephen Helba and Elizabeth Sugg for their support and confidence.

To Kelli Jauron and Michael Jennings with Carlisle Publishing, I truly appreciate your efforts to design a very user friendly book for students of all ages.

I would also like to thank the experts who critiqued this work and provided such good advice and direction for the second edition: Leslie Evans Bush, Phoenix College (AZ); Gary M. Donnelly, Caspar College (WY); Farrell D. Doss, Ph.D., Radford University (VA); Fran Huey, ICM School of Business (PA); Dr. Gwendolyn Jones, University of Akron (OH); and Jerry W. Lancio, Daytona Beach Community College (FL).

Along with the help of my peers, the meticulous attention shown to me by Michelle Churma, associate editor, has been truly appreciated.

And, most importantly I would like to say to copyeditor Linda Thompson: Your advice, suggestions and expertise through both the first and second editions of this text, have been invaluable to me, and I honestly cannot begin to thank you enough!

Evelyn Moore

From the Back Cover

Key Benefit: This book provides a practical application of the skills necessary in a merchandising career. Beginning with number fundamentals, it moves into the skills needed to communicate words into calculators or computers as a means of translating business needs into mathematical answers. Key Topics: Merchandising Math parallels a merchandising career by presenting math in the same sequence as they would be encountered in business. Beginning with the functions of a sales associate (calculating percentage of sales), it progresses to writing orders, calculating markup, analyzing plans, profit and loss statements, and cost sheet development for corporate product development. It provides practical experience with math skills relevant to retail merchandising through charts and templates (T-charts for markup, templates for a six month plan, and profit/loss templates). Market: A valuable resource for any reader in a retail environment seeking a means of improving and expanding his skills and abilities.

About the Author

EVELYN C. MOORE

A graduate of Youngstown State University with a degree in business administration, Evelyn worked her way through the ranks as a sales associate, clerical, assistant buyer, and buyer at Ohio's Strouss Department

Store, a division of the May Company. In that experience, she found the opportunity to participate in the May Company Executive Training Program. The classes, designed and presented by seasoned store leaders, were jammed with practical first-hand knowledge and made Evelyn realize that her first love was training and development.

Learning directly from the pros also made her realize the wide gap between college courses based on definitions and theory—versus the needed on-the-job skills. With the desire to bridge the gap, Evelyn returned to school and earned teaching certificates for grades K-12, secondary, and adult education programs. Upon entering the teaching arena, she found there were many other students who once, like her, asked, "OK, what do I do first? How do I start? What advice do you have?" This need led Evelyn to find ways to make learning easier...to show students how to by giving them step-by-step tools that are practical and relevant for the merchandising industry.

In fact, Evelyn has never stopped learning from the industry pros. This text is unique because it has been driven by industry colleagues who have critiqued the content and offered advice as it applies to the demands of the industry today and into the future. Together they shared the same goal—to provide a foundation that will help aspiring businessmen and women develop the indispensable decision-making skills essential to understanding the important merchandising concepts and measurements of performance.

Currently Evelyn is a specialized research consultant, as well as an adjunct instructor at Johnson & Wales University in North Miami Beach and a certified online facilitator. Formerly an instructor in the fashion program at the Art Institute of Fort Lauderdale (1987-1999) and earlier with Bauder College, a division of NEC, Evelyn also coauthored Apparel Product Development, Second Edition, Prentice-Hall, Inc., Copyright © 1998, 2001.

Evelyn is a 1996 and 1998 honoree in Who's Who in America's Teachers and a 1999 nominee for the National Achievement Awards as Distinguished Member of the Year by the Art Institute of Fort Lauderdale. She resides in Fort Lauderdale, Florida, with husband, Jesse, and sons, Peter and Zachary.

Most helpful customer reviews

0 of 0 people found the following review helpful.

Ok but gross! When received had a spot where ...

By lulu79:-D

Ok but gross! When received had a spot where someone had a large sticker the spot still had glue on it and the last persons hair!!! I know it's a rental but that's nasty!!

0 of 0 people found the following review helpful.

Five Stars

By Jamie S.

Informative

2 of 2 people found the following review helpful.

Highly recommended for students and professionals

By B. Murray

I highly recommend this book for those who want a detailed understanding of the math required for merchandising. I have recently changed positions from a Buyer to Merchandiser in a medium sized company and this book has really helped me to fast track through the math I will need in my new position. Thanks for such an easy to understand book.

See all 15 customer reviews...

Taking into consideration the book Math For Merchandising: A Step-by-Step Approach (3rd Edition) By Evelyn C. Moore to check out is additionally needed. You could pick the book based upon the favourite motifs that you like. It will certainly engage you to enjoy reviewing other books Math For Merchandising: A Step-by-Step Approach (3rd Edition) By Evelyn C. Moore It can be also about the requirement that obligates you to review the book. As this Math For Merchandising: A Step-by-Step Approach (3rd Edition) By Evelyn C. Moore, you can find it as your reading book, also your favourite reading book. So, locate your preferred book here and get the link to download and install the book soft data.

From the Inside Flap Preface

The mere thought of taking a math course causes most people to clench their teeth, break out in a cold sweat, and start biting their fingernails. Relax! This course is different.

This course uses practical applications to help you understand the tools of the trade. The approach is geared to help you interpret industry words and thoughts and then use your calculators (or computers) to translate your needs into clear mathematical answers.

You will approach this course in a very logical manner, with a step-by-step approach, one that parallels your career path in the merchandising industry. From the start in Chapter 1, you will discover, with the help of the text, which uses a worktext format, that your calculator is a key tool for solving problems effectively.

Chapter 2 teaches you the fundamentals of working with numbers. You look at the relationship of whole numbers to parts so you can calculate sales figures, commission statements, taxes, and discounts. With the numbers serving as the foundation, you can then look at how the numbers reflect the consumer, economic, fashion, and lifestyle trends that businesses address daily.

Once you grasp working with numbers, the work will flow, just as though you were on the job, to more responsible tasks. In Chapter 3 you will look at some of the forms you may be asked to complete in a clerical position or as an assistant buyer. Along with the forms, you will learn what you will be filling in, and why. The information on these forms comes from a buyer's purchases at market. You'll take an inside look at the buyer's role in the marketplace, as he or she must negotiate prices with the wholesalers to arrive at the sharpest terms and conditions of sale, including product price, payment arrangements, and shipping charges.

The text then takes you to the retail end of merchandising, pricing and reprising products. In Chapters 4 and S you will apply the basic math skills you learned in Chapter 2 to determine individual, initial, average, cumulative, and maintained markups. Through the exercises in Chapter 5, you will continue to develop strong critical thinking skills that reinforce pricing decisions. Markdowns, a very strong component in the competitive retailing world, are covered in Chapter 6.

As you move on in the text, you will see how job responsibilities expand and provide further challenges. Part IV of the workbook is designed to help merchandising majors learn the financial planning methods used in the industry. This section covers six-month plans, open to buy, and classification planning. Chapter 7

introduces you to the elements of six-month plans and explains why they are important to a merchandising operation. From there you move on to Chapter 8, where you will learn how to analyze and interpret what the numbers mean and how a merchant can use these figures to judge the overall "healthiness" of an operation. Chapters 9 and 10 will carry you to a different level, that of the planner. With a solid foundation in analyzing numbers, adding on markup, and applying markdown pricing, as a merchandiser you now plan stocks, balance the flow of new merchandise and maintain balanced stocks, first by using last year's figures as a guide in Chapter 9 and, then, in Chapter 10, by designing a plan from scratch, just as you would do for a new business. Chapter 11 helps you prepare buying plans for market, which are then reinforced in Chapter 12 as you learn how to build strong merchandise assortments through classification planning.

Part V shows you how numbers serve as tools to use in determining if a company's objectives and goals have been met. Here you take a look at how buying, pricing, and planning decisions are measured and evaluated. Again, using the skills from Chapter 2, you will apply basic math skills to profit-and-loss statements and income statements in Chapter 13. Sales per square foot, a key factor in profitability, is introduced in Chapter 14.

Part VI briefly introduces the basics of corporate buying offices. With an increase in national brand products and private labeling growing worldwide, merchandisers faced with increasing competition now have to be able to calculate the cost of goods sold and determine if it is feasible to develop a product for a company. In this chapter you will learn how to prepare cost sheets and apply the pricing concepts you learned in Part III to determine if a product is competitive. Here you get a glimpse of how merchandising strategies are developing for the 21st century.

The final section provides a check-in point for students. Often students want to make sure they are doing the calculations correctly, but if they are working outside the classroom, they don't have anyone with whom to check. Basic formulas and the solutions to the odd-numbered problems are given.

So, relax! You will take this course step by step, just like your career in the industry. This text will give you the big picture, serving as a "reality check" for what really goes on behind the store windows.

Hands-on experience is always the first step in on-the-job training, and this is a great place for all of you to start. The skills you learn here will lead you to the next step, coordinating this skill set with technology. Merchants today depend on the speed and accuracy of information provided by computer software programs. However, you first have to learn

What is entered into the programs What the data means How to interpret and develop effective strategies based on the direction the numbers target

Math for Merchandising: A Step-by-Step Approach guides you through the common-sense steps needed as you develop visionary ideas, forecast trends, and end up with financial success in the ever-changing fashion merchandising world. Acknowledgments

Completion of this project was due in great part to my students, who, for many years, have challenged me to find better and easier ways to teach them the merchandising math skills needed for success in the job market. I am grateful for their insistence and their one constantly repeated question, What do I do first? I thank all of you for reading and improving the materials in this manuscript over the years, but, most importantly, for the confidence you've placed in me.

Many people at Prentice Hall have played significant roles in the completion of this project, and I wish to extend my special thanks to Mark Cohen for his ongoing encouragement and to Stephen Helba and Elizabeth Sugg for their support and confidence.

To Kelli Jauron and Michael Jennings with Carlisle Publishing, I truly appreciate your efforts to design a very user friendly book for students of all ages.

I would also like to thank the experts who critiqued this work and provided such good advice and direction for the second edition: Leslie Evans Bush, Phoenix College (AZ); Gary M. Donnelly, Caspar College (WY); Farrell D. Doss, Ph.D., Radford University (VA); Fran Huey, ICM School of Business (PA); Dr. Gwendolyn Jones, University of Akron (OH); and Jerry W. Lancio, Daytona Beach Community College (FL).

Along with the help of my peers, the meticulous attention shown to me by Michelle Churma, associate editor, has been truly appreciated.

And, most importantly I would like to say to copyeditor Linda Thompson: Your advice, suggestions and expertise through both the first and second editions of this text, have been invaluable to me, and I honestly cannot begin to thank you enough!

Evelyn Moore

From the Back Cover

Key Benefit: This book provides a practical application of the skills necessary in a merchandising career. Beginning with number fundamentals, it moves into the skills needed to communicate words into calculators or computers as a means of translating business needs into mathematical answers. Key Topics: Merchandising Math parallels a merchandising career by presenting math in the same sequence as they would be encountered in business. Beginning with the functions of a sales associate (calculating percentage of sales), it progresses to writing orders, calculating markup, analyzing plans, profit and loss statements, and cost sheet development for corporate product development. It provides practical experience with math skills relevant to retail merchandising through charts and templates (T-charts for markup, templates for a six month plan, and profit/loss templates). Market: A valuable resource for any reader in a retail environment seeking a means of improving and expanding his skills and abilities.

About the Author

EVELYN C. MOORE

A graduate of Youngstown State University with a degree in business administration, Evelyn worked her way through the ranks as a sales associate, clerical, assistant buyer, and buyer at Ohio's Strouss Department Store, a division of the May Company. In that experience, she found the opportunity to participate in the May Company Executive Training Program. The classes, designed and presented by seasoned store leaders, were jammed with practical first-hand knowledge and made Evelyn realize that her first love was training and development.

Learning directly from the pros also made her realize the wide gap between college courses based on definitions and theory—versus the needed on-the-job skills. With the desire to bridge the gap, Evelyn returned to school and earned teaching certificates for grades K-12, secondary, and adult education programs. Upon entering the teaching arena, she found there were many other students who once, like her, asked, "OK, what do I do first? How do I start? What advice do you have?" This need led Evelyn to find ways to make learning easier...to show students how to by giving them step-by-step tools that are practical and relevant for the merchandising industry.

In fact, Evelyn has never stopped learning from the industry pros. This text is unique because it has been driven by industry colleagues who have critiqued the content and offered advice as it applies to the demands of the industry today and into the future. Together they shared the same goal—to provide a foundation that will help aspiring businessmen and women develop the indispensable decision-making skills essential to understanding the important merchandising concepts and measurements of performance.

Currently Evelyn is a specialized research consultant, as well as an adjunct instructor at Johnson & Wales University in North Miami Beach and a certified online facilitator. Formerly an instructor in the fashion program at the Art Institute of Fort Lauderdale (1987-1999) and earlier with Bauder College, a division of NEC, Evelyn also coauthored Apparel Product Development, Second Edition, Prentice-Hall, Inc., Copyright © 1998, 2001.

Evelyn is a 1996 and 1998 honoree in Who's Who in America's Teachers and a 1999 nominee for the National Achievement Awards as Distinguished Member of the Year by the Art Institute of Fort Lauderdale. She resides in Fort Lauderdale, Florida, with husband, Jesse, and sons, Peter and Zachary.

Locate a lot more encounters and knowledge by checking out guide entitled **Math For Merchandising: A Step-by-Step Approach (3rd Edition) By Evelyn C. Moore** This is an e-book that you are looking for, isn't really it? That corrects. You have involved the ideal site, then. We consistently offer you Math For Merchandising: A Step-by-Step Approach (3rd Edition) By Evelyn C. Moore and also the most preferred e-books on the planet to download and install as well as took pleasure in reading. You might not neglect that seeing this set is a purpose or also by accidental.