# MATH FOR MERCHANDISING: A STEP-BYSTEP APPROACH (3RD EDITION) BY EVELYN C. MOORE 



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#### Abstract

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From the Inside Flap
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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.

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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.


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## 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 $\mathrm{K}-12$, 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.

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