

## Approved Innovative Course

- x Districts must have local board approval to implement innovative courses
- x Innovative courses may meet state elective credit only
- x CTE Innovative courses may not be the final course in a coherent sequence for an endorsement
- x Course requirements must be met without modification

Course: Retail Management  
PEIMS Code: *N1303420*  
Abbreviation: *REMGMT*  
Grade Level(s): 10-12  
Number of Credits: 1.0

### Course description:

Retail management focuses on the distribution and selling of products to consumers using various vending points such as chain stores, department stores, stand-alone stores, and various online markets. The course highlights the everyday mechanisms necessary to operate a successful retail establishment. The student is taught to evaluate methods for promoting merchandise, supervising employees, handling customer needs, and maintaining inventories.

### Essential knowledge and skills:

- (a) General requirements. This course is recommended for students in Grades 10- 12.  
r Recommended prerequisite: 9.6 339qP eionbd pr-sumcqn G mum5mscqite: 9.6 339qP nece 4596 0 9517t ha



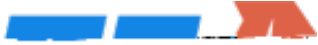
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- (A) differentiate between natural, human, market, economic and market risks;
- (B) differentiate between controllable and uncontrollable risks;
- (C) evaluate strategies to minimize risks by identifying, assessing, and reducing risks; and
- (D) analyze how financial losses from human, physical, and natural type risk factors can be minimized through the use of insurance.

Description of specific student needs this course is designed to meet:

The development of the global and domestic retail marketplace in tandem with improvements in technology have created options for consumers to receive goods and services. Thus, the need for the 21<sup>st</sup> century learner to understand the various facets of the retail marketplace is imperative as this area of study has evolved from its traditional model. Students will have the opportunity to develop the skills needed to help customers obtain the desired merchandise from the retail stores for their end use. Through a challenging curriculum encompassing leadership training, marketing, logistics, merchandising, and customer service training, students will gain the knowledge and skills necessary to become competent decision makers and effective leaders and be prepared to pursue a future career in retail services.

Major resources and materials: [sustoevi/H1 <0.3\(i\)-349 4\(our/CS1 cs .4\(2CID 35 2.56 258.4 470.88K\)1\(os](#)

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