

What Are The Training Needs of Retail Industry?



1

New Hire Training

According to the Bureau of Labor Statistics, employee turnover, on an average is around 60%. This means that if your store has 500 employees, you will need to train 1500 employees in the next 5 years. This makes retailers train their new hires.

Operational Training

Store manager has to look after various issues like front end does not have long queues of customers, and support customers when required, also on the return policy of goods. So, the manager on duty should be trained on such aspects so that the operations are carried out smoothly.

2



Product Training

In the retail industry, the familiarity of the staff with products is important as they deal with the customers directly. The employees should have full knowledge on new products so that they can satisfy the customer needs.



3

Software Training

Retail staff use software for billing, inventory management, etc. It is an open fact that retail staff is always busy on the floor and training them on software through traditional classroom training generally takes days or even weeks.

4



Retail Training Guide

Clifford Lane



Retail Training Guide:

Basic Information Sources on Training Retail Salespeople ,1954 **Guide to Training in the Retail Trade**
Wilfried Kruse,European Centre for the Development of Vocational Training,1995 **Cooperative Part-time Retail**
Training Programs Supervision, Coordination, and Teaching Kenneth Brooks Haas,1939 **Credit Department**
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the Distributive Trades. Staff Training Working Group,N. L. Arthurson,Economic Development Committee for the Distributive
Trades,1971 **Training Program for Elevator, Telephone, and Directory Service** University of Pittsburgh. Research
Bureau for Retail Training,1927 **A Training Guide for the Bank Credit Department** Robert Morris Associates.
Committee on the Development of Bank Loan and Credit Men,1958 Manual covers the supervision and training of credit
department personnel **Merchandise Manuals for Retail Salespeople: Suits** ,1925 *2400 Business Books and Guide*
to Business Literature New Jersey. Public Library,1920 **2100 Business Books, and Guide to Business Literature**
Newark Public Library. Business Branch,1920 **A Training Program for the Bureau of Adjustment** University of
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