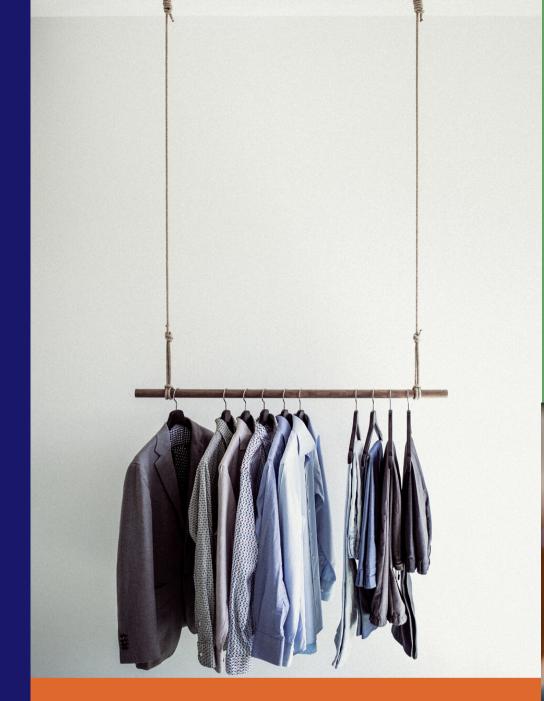


# Retail Trainer's Module

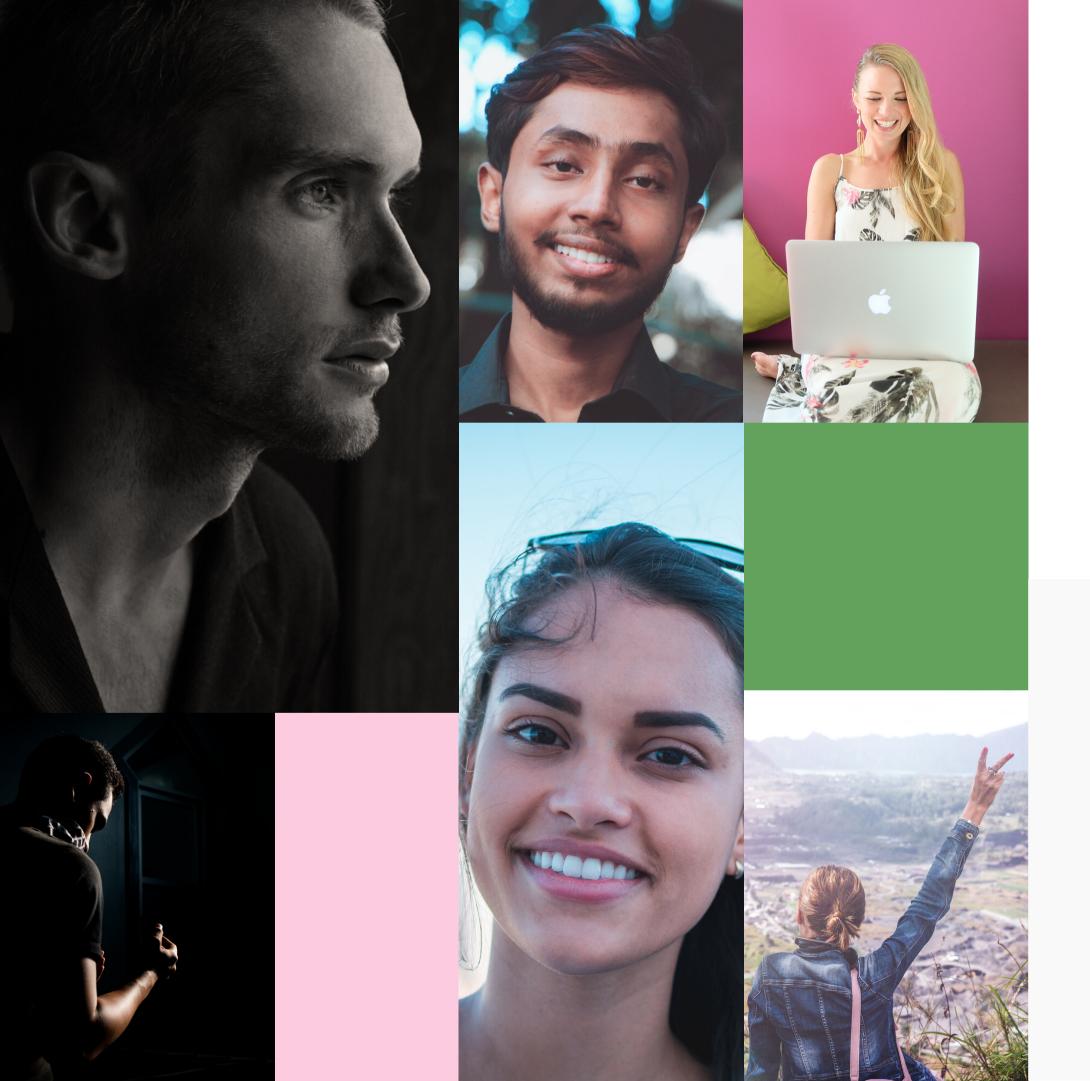


Operations
Products

Soft skills Technical Skills



10 April 2020





#### Overview

The current module talks about the overall course structure for the students that will enroll under you.

What is Retail
Retail Operations
Retail Management
Retail Store Operations
Retail Industry
Soft Skills and Interveiw Skills

## Where we are today





# Situation Update

Thinkhall Online Academy is a B2C company which aims to upskill and provides jobs to people currently looking for jobs in Retail industry sector.

Through TTT you have enrolled to upskill more people and bring a change in their professional life.

The unemployment is on the rise in India and there is a need for the online skill development portal. As a part of Thinkhall Online Academy, you are not just actively going to contribute to upskill youth in the country, but also earn while you impart the knowledge to all.

This presentation will take you through the course structure of how you can prep for your Thinkhall Online Classes



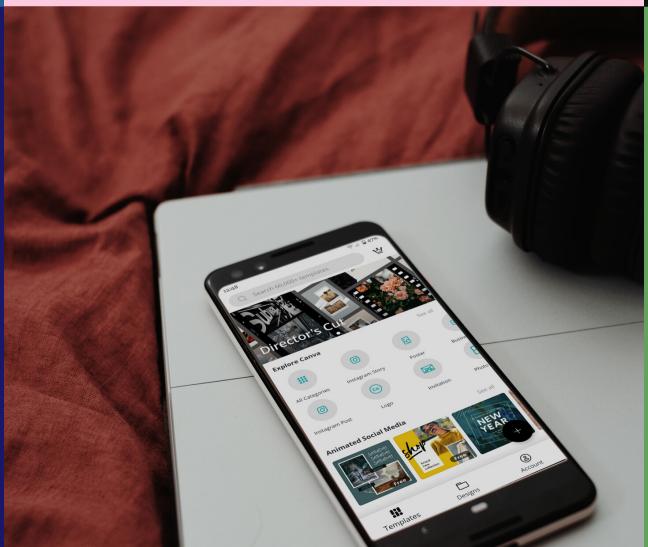
#### **Course Material**

Presentation, tools and videos to help you plan your session. Plan your own study material or pick from the knowledge bank. Add your style, experience and knowledge for an awesome online session for your students.



## Online Platform with Live Sessions

Plan live sessions for your class after dividing them in batches. Earn more based on your flexible plan. With new normal online is the way forward for trainings. Here is an opportunity for you to earn while you are at your home.



#### Web based ERP system

Focus on teaching only, while we take care of reports, database management and fee collections. Get instantly all reports at hand any point of time when you need it. Payment gets disposited in your account automatically at the end of each month.

#### Course Structure



## Retail Operations Month 1

**Day 1:** What is Retail, Types of

Retail, Retail Pillars

Day 2: Jobs in Retail, Retail Life,

Future of Retail

Day 3: Retail Industry, Retail

brands, case studies

Day 4: Non store formats in

Retail, Omni Channel

Day 5: Consumer Behaviour,

Market understanding

**Day 6**: Retail Maths for Store

Performance

**Day 7**: Retail Locations

**Day 8:** Retail Operations

**Day 9:** Profitability of Store and

reasons impacting

**Day 10:** Customer Relation

Management

**Day 11:** Internal Teams and coordination with the Sales Team

**Day 12:** Sales, Sales Planning at

store

### Retail Management Month 2

**Day 1:** Retail Management

introduction

**Day 2**: Jobs in Retail and how to recruit

Day 3: Keeping employees

Motivated

Day 4: Store Layout, design and

Visual Merchandising

**Day 5**: Managing Customer's

database

**Day 6:** Retail Marketing and

Communications

**Day 7 :** Getting advantage of

your location

**Day 8**: Retail Pricing Strategies

Day 9: Supply Chain

Management

**Day 10:** Reports to be managed

Day 11: IT in Retail

**Day 12:** Selling Strategies

## Soft Skill Month 3

Day 1: Selling Skills

Day 2: Career Orientation

**Day 3:** Customer Centricity

Day 4: Motivation

**Day 5:** Goals Setting

**Day 6**: Time Management

Day 7 : Emotional Intelligence

**Day 8:** Decision Making

Day 9: Empathy

**Day 10:** Stress Management

**Day 11**: Cognitive Thinking

**Day 12**: Interview Skills

## Stock Management Month 4

Day 1: Stock Management Basics

Day 2: Supply chain

Day 3: Merchandising and Line

Planning and Buying

Day 4: Warehousing

Day 5: Stock in Stock out, GRN

and other stock maintenance

techniques

Day 6: Softwares in Stock

Maintenance

Day 7 : Stock Audits

Day 8: Inventory Control

Management

Day 9: Sales Forecasting

Day 10: Store Allocations

Day 11: Reports and Process

Day 12: Future of Stock

Management

#### **FAQs**





#### What more?

#### 1. Can I contribute my own presentation and not use Thinkhall's ?

Yes, you may use your own style and presentations, as long as they are correctly covering the full topic.

#### 2. Can I record my own videos and courses online?

We encourage you to create your own short courses and connect with us to place it online with Thinkhall Online Academy

#### 3. Where can I find help on subject and topics?

We have subject matter experts in Thinkhall Academy. Kindly connect with us to know more.





# Thank you!

For questions, requests and anything else we can help you with, please email us at iti@thinkhall.in

For Job Opportunity connect with jobs@thinkhall.in

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