



Retail Trainer's Module

10 April 2020



Operations
Products

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 Interview 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 disposed 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**](mailto:iti@thinkhall.in)

For Job Opportunity connect with [**jobs@thinkhall.in**](mailto:jobs@thinkhall.in)

Whatsapp : [**+91 96861 19822**](https://wa.me/919686119822)