



**SLEZSKÁ
UNIVERZITA**

OBCHODNĚ PODNIKATELSKÁ
FAKULTA V KARVINĚ

Trade Organizations

Content and Requirements

2022 winter semester



Teaching team

- Lectures: Ing. Martin Klepek, Ph.D.
 - TUESDAY 13:55 – 15:30
- Seminars: Ing. Sarath Thulaseedharan Mallika, MBA
 - TUESDAY 13:05 – 13:50



Course objectives

The aim of the course is to familiarize students with the specifics of companies with an emphasis on retailing, which has in developed countries received considerable attention for its importance not only in terms of job creation, contribution to GDP, but also in meeting the needs of customers - consumers as the main criteria for success of a trading company. The course focuses on major development component, which are large and medium-sized companies, but may also serve small businesses who want to succeed in the market alongside large companies and various trade associations.



Course literature

- Presentations will be in the IS SU.
- Books are in the library:
 - ZENTES, J., MORSCHEIT, D. and H. SCHRAMM-KLEIN, 2011. Strategic Retail Management.
 - COX, E., 2012. Retail Analytics: The Secret Weapon.
 - KOTLER, P. and K. L. LANE, 2012. Marketing Management.
 - SHARP, B., 2013. Marketing: theory, evidence, practice.



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Lectures	Date
Introduction to trade organisations	20.9.2021
CANCELED – National Holiday	27.9.2021
Types of trade organisations	4.10.2021
Retail formats and players in retailing	11.10.2021
Marketing research in retail	18.10.2021
Retail empirical laws	25.10.2021
Store location – trading area analysis	1.11.2021
Pricing strategies in retailing + ongoing test	8.11.2021
Merchandising and category management	15.11.2021
Marketing communication and advertising	22.11.2021
Strategic marketing in retailing	29.11.2021
Retail branding and positioning	6.12.2021



Course requirements

- Active participation on case studies during seminars 60%
- Experiential Exercise during semester
- Ongoing test (8.11.2022)
- Essay in a form of one pager on possible future of retailing
- Final exam January and February 2022



Course requirements evaluation

- Students have to pass all the activities:

Activity	Points
Experiential Exercise	25
Essay	25
Ongoing test	20
Exam	40



Active participation

- Active participation on case studies during seminars 60% means being present not just physically but also mentally.
- Handing in the results of individual or teamwork is a sign of active participation.



Experiential Exercise

- The students in each class will be organized into teams. Each team of students will visit a chosen retail shop in Karviná or in their place (Tesco, Lidl, Kaufland, Hruška, Billa) and observe the retail mix adopted by the store (i.e. merchandise, location, customer service, store design, pricing and promotion). The team should further examine the competitive advantages compared to other stores that sell similar merchandise. You may purchase some products by yourself and analyze the purchase experiences to assist your evaluation of the retail mix.
- Each team will present the findings in the seminar (about 20 minutes for each team) and make recommendations on how the chosen retailer might improve the retail mix in order to achieve growth in sales or profit.
- Details will further be explained in the class.



Ongoing test

- Written form, test + open ended questions
- 8.11.2020 (if there is no activity for international students)



Essay

- Written essay on one page with your own thoughts and predictions.
- Topic is „Future of retailing“
- Deadline 3.12.2022
- At least 2500 characters
- Structure: introduction, main idea, conclusions



Final exam

- Discussion about essay (10p)
- One selected topic for examination (30p)
- The topics will be the same as lecture topics



Course grading

Grade	Points
A	100 - 110
B	90 - 99
C	80 - 89
D	70 - 79
E	60 - 69

