



The Profit Challenge

part of First Friday's Challenge Series



The Profit Challenge is an interactive and collaborative team-based workshop packed with activities designed to improve profit-related decision-making within a pressurised retail environment

A one-day workshop for up to 16 delegates

First Friday's unique Profit Challenge helps individuals and teams understand how they can have a positive impact on delivering profit within a retail environment.

Teams explore what profit levers are and how they influence profitability, before learning how retailers typically define and calculate profit.

Facilitators with extensive commercial retail expertise and experience guide teams through a series of decision-making exercises, scenarios and challenges that highlight how every decision, no matter how small, can affect overall profitability.

Feedback and critique from fellow delegates and facilitators alike enables each person to take away tangible actions and apply learning on-the-job.

"This workshop really helped me to see how important my role is, as I can see how I impact the profit of my department."

"It was amazing to explore how even small decisions can make a big difference to profitability when you roll them up!"

Workshop objectives

This workshop helps delegates to:

- Describe the key profit levers and understand how each one influences profitability
- Understand how their own decisions can directly impact profitability
- Identify personal actions within role which can positively impact profitability
- Recognise the importance and value of working as a team to improve profitability

Audience

This workshop is suitable for:

- All roles and levels within a commercial team including buyers, merchandisers and category managers
- All roles and levels within support functions who work closely with commercial teams such as marketing, design, IT, finance, store operations, visual merchandising, finance and supply chain

The Profit Challenge works equally well as a stand-alone workshop, as part of First Friday's Challenge Series, or within a wider learning and development curriculum.



To book or for further details and prices please contact: **Email** enquiries@firstfriday.biz **Phone** 01494 867106

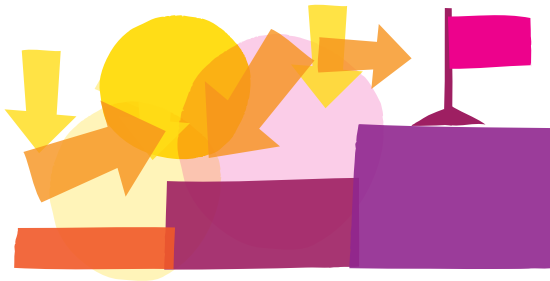
First Friday is a leading provider of training & development and change management services with a portfolio of 100+ clients across the UK, Europe and South Africa. Our team is unique; we are all ex-retailers which our clients say sets us apart from others. Every day we work with world-class businesses using our retail and commercial expertise to make a difference and add value.

 **first friday**
BUILDING CAPABILITY IN RETAIL



The Trading Challenge

part of First Friday's Challenge Series



The Trading Challenge is a team-based experience that challenges teams to trade a product category, optimise in-season performance and deliver profit through a series of varied and life-like trading scenarios

A one-day workshop for up to 16 delegates

First Friday's unique Trading Challenge helps individuals and teams explore the three stages of product trading, evaluate, forecast and take action, and work together to trade a product category throughout a season.

Facilitators with extensive retail commercial experience and expertise guide teams with information and tools enabling them to review product performance and make customer-focused trading decisions.

Valuable retail insights and best practice are shared in the quest to trade successfully during early, mid and end-of-season timeframes whilst optimising overall trading performance.

Feedback and critique from fellow delegates and facilitators alike enables each person to take away tangible actions and apply learning on-the-job.

Workshop objectives

This workshop helps delegates to:

- Explore the thought processes involved in trading a category or department within a multi-channel business
- Understand the key elements of trading and how they can be applied within their role
- 'Tell the story' behind the numbers and present memorable summary trading information
- Recognise the importance and value of working as a team to make trading decisions

Audience

This workshop is suitable for anybody within a core buying and merchandising role who either contributes to, or is responsible for, product trading.

The Trading Challenge works equally well as a stand-alone workshop, as part of First Friday's Challenge Series, or within a wider buying and merchandising training curriculum.

"Packed, interactive and full of tips on how to start with the top line and then drill down to detail."

"Great opportunity to work in a team, try out new ideas and share practice."



To book or for further details and prices please contact: **Email** enquiries@firstfriday.biz **Phone** 01494 867106

First Friday is a leading provider of training & development and change management services with a portfolio of 100+ clients across the UK, Europe and South Africa. Our team is unique; we are all ex-retailers which our clients say sets us apart from others. Every day we work with world-class businesses using our retail and commercial expertise to make a difference and add value.



The Range Building Challenge

part of First Friday's Challenge Series



The Range Building Challenge is a fast-paced, competitive team-based experience that encourages collaboration and cross-functional working as teams strive to create product ranges that meet customer expectations, exceed business goals and deliver profit

A two-day workshop for up to 16 delegates

First Friday's Range Building Challenge is a unique workshop that powerfully combines activities, top tips, retail knowledge and insights, and expert feedback to develop range building capability and awareness.

Facilitators with extensive commercial retail experience and expertise challenge teams to build a balanced, profitable and customer focused range for an international multi-channel business.

A common understanding of the success factors and mechanics within range building develops as each team defines the strategy and recommends the assortment plan to deliver a commercially successful product range.

True-to-life challenges and stimulus are introduced which challenge teams to think commercially, and the value and importance of teamworking is emphasised continually throughout the two days.

Feedback and critique from fellow delegates and facilitators alike enables each person to take away tangible actions and apply learning on-the-job.

Workshop objectives

This workshop helps delegates to:

- Understand the dynamics, challenges, complexities and stages involved in successful range building
- Work more efficiently and effectively across functions by exploring how each area within a commercial function contributes to range building, and how people and teams work together to optimise results
- Validate their current knowledge and capability levels to determine further training needs that support successful range building and personal development

Audience

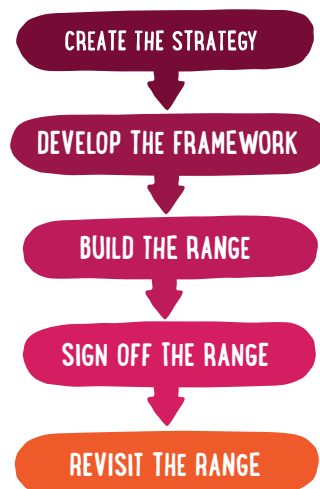
This workshop is suitable for anyone who is involved in the range building process, or who would benefit from a greater understanding of it.

It is equally effective for either new or existing department teams, or delegates from a variety of commercial departments such as buying, merchandising, design, finance, marketing, sourcing and technical services.

The Range Building Challenge works equally well as a stand-alone workshop, as part of First Friday's Challenge Series, or within a wider buying and merchandising training offer.

"Our facilitators were true retail experts in range building, and what we got from two days with them was invaluable."

"The fast pace kept us on our toes and reminded us to keep the customer front of mind at all times."



To book or for further details and prices please contact: **Email** enquiries@firstfriday.biz **Phone** 01494 867106

First Friday is a leading provider of training & development and change management services with a portfolio of 100+ clients across the UK, Europe and South Africa. Our team is unique; we are all ex-retailers which our clients say sets us apart from others. Every day we work with world-class businesses using our retail and commercial expertise to make a difference and add value.