

PARTNERING FOR A SUCCESSFUL FUTURE



Goals of the Program

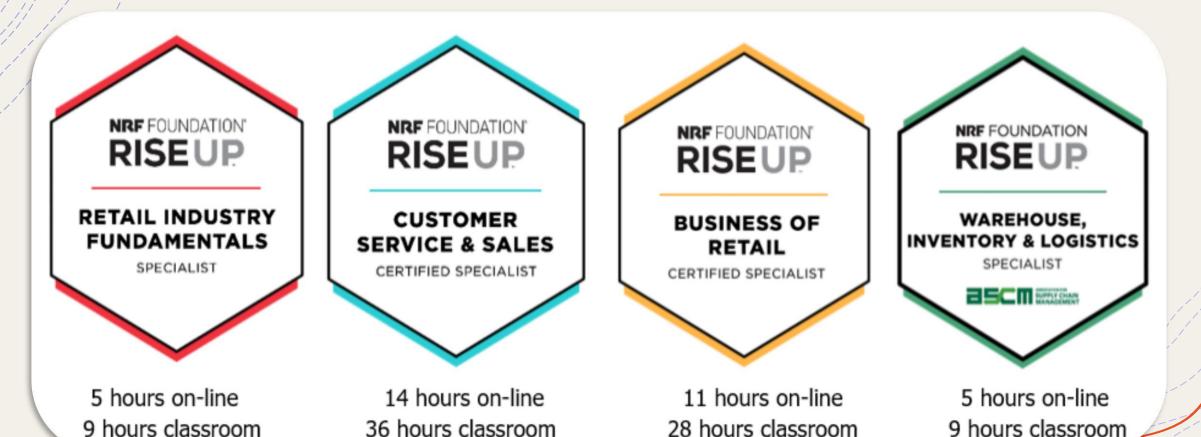
- //Increase Labor Pool
- 📈 Increase the number of Mainers earning credentials
- Increase average wages
- Increase career advancement opportunities
- Introduce career pathways to students
- > Educate employers on skills-based focused job descriptions
- Collaborative learning experiences for business partners

The partnership between the business & educational sectors is key to the success of this grant program.

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RISE Up Credentials available to students: These courses can be taken online or in person.

All course fees are covered under the partnership grant.



Define industry terms, recognize the retail cycle and identify the economic impact of retail

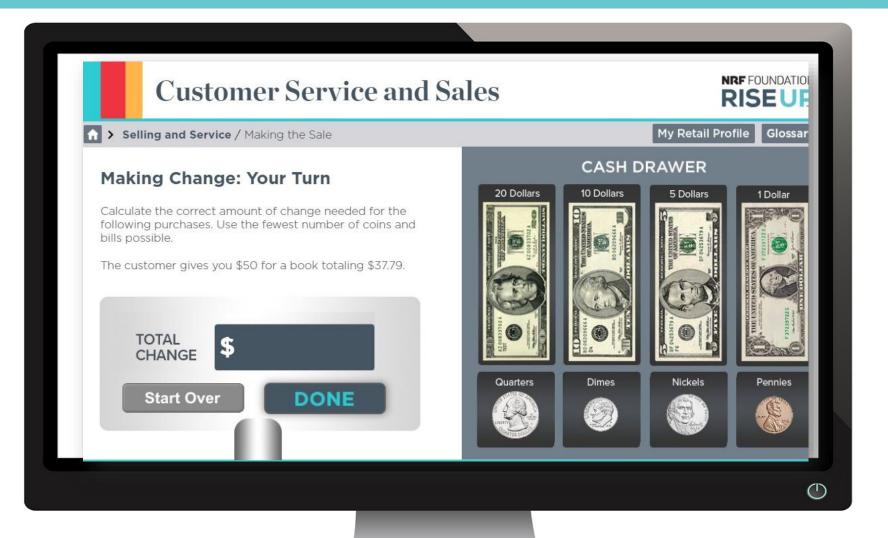
Define and understand customer service and sales skills

Understand various technology tools used in retail

Learn industry career paths



- Hands-on activities have proven effective for skill development.
- Provide learners
 with a safe
 environment to
 practice, identify
 performance
 errors, and
 correct them.





Understand omnichannel purchase options

Understand the customer life cycle

Assess and meet the customer needs

Sales and upselling

Build a resume and then shine in the interview



NRF FOUNDATION RISEUP

Sample Content



Understand the full scope of store operations and running a retail environment

Merchandising and marketing

Retail profit model and competition

Policies, regulations and safety

Plan a career in retail



RISEUP.



Review the image and answer the questions that follow.

Wegmans Produce Wet Rack



 What do you like about the visua 	I merchandising in this display?
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What would y	ou change?
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3. What message does the display send to customers?

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RISEUP



THE BUSINESS OF RETAIL: OPERATIONS AND PROFIT

Tracking and Maintaining Inventory



Inventory can be tracked in two basic ways:

- Perpetual Inventory: Each Item is tracked, in real time, as it enters and exits total inventory.
 For example, suppose 12 blue beach towels are received into a store's inventory; as each one is scanned and sold using a register, the number of blue beach towels on hand is reduced in real time. If a towel is returned, it is added back into on-hand inventory. Most large retailers today use perpetual inventory. Usually once per year, even a store using a perpetual inventory system needs to have a physical count.
- 2. Periodic Inventory: Using a predetermined schedule, the total value of the inventory is counted and compared to the inventory value from the beginning of the period. Most grocery perishable departments (such as meat, seafood, produce, deli, bakery and floral) and pharmacies use periodic inventory and conduct a physical count once per month or once per quarter. Some other retailers use this process as well.

Retailers may use a combination of the two methods if it makes financial sense for their inventory assortment. This may be the case, for example, at a large discount department store with general merchandise, perishable groceries and a pharmacy.

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Warehouse Inventory Control & Logistics Five Modules

- Discovering the Warehousing World
- Warehousing Operations
- Warehouse Management
- Warehouse Planning,
 Design & Strategic
 Principles
- Planning a Career in Warehousing







"I was quick to pick up on concepts during my on-the-job training because it was related to topics that were covered through RISE UP" - Old Town.

"RISE UP was beneficial to me with customer service while helping students in the technology world" - Old Town.

"The accreditation, helped me to be knowledgeable in the inside terminology, and actually put into practice what I learned" - MCI participant.



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To learn more about a career in retail visit www.retailcareersforme.com

Follow Retail Careers for Me on: Facebook/Instagram & YouTube

Credentials & Training

Career Opportunities

Success Stories

Career Paths





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