



APPLIES TO ACADEMIC YEAR 2009/2010

NVH 0214 The Retail Industry

Programme

Bachelor in Retail Management (1. year)

Responsible for the course

Department

Department of Marketing

Term

According to study plan

ECTS Credits

6

Language of instruction

Norwegian

Introduction

Objective

With this course the students shall develop an understanding for the mutual influence between the trade and retail industry, the society and the consumer as a whole. The course gives a basic overview with types of retailers, ownership structures, actors and retail formats. The frame of reference includes the various links in the distribution chain. Society is described in terms of political, economic and technological aspects.

Prerequisites

No particular prerequisites are required.

Compulsory reading

Books:

Levy, Michael and Barton A. Weitz. 2009. Retailing management. 7th ed. Boston, Mass.: Irwin/McGraw-Hill. Chap. 1-4

Rasmussen, Per Gunnar og Per Reidarson. 2007. Handelstrender, kjedeutvikling og service : strukturendringer og metoder i en ny tid. Bergen : Fagbokforlaget

Other:

Fredriksen, Jan Ivar. 2006. Handelsnæringen: studieguide. Oslo: BI Forlag

Recommended reading

Books:

Framnes, Runar, Arve Pettersen og Hans Mathias Thjømøe. 2006. Markedsføringsledelse. 7. utg. Oslo: Universitetsforlaget. Kapittel 10: Distribusjon

Lavik, Randi og Ragnhild Brusdal. 1996. Varehandelens utvikling : kjøp og salg hjemmeog ute. Oslo: Cappelen akademisk forlag

Omholt, Tore. 2005. Handel og senterutvikling : fra krambu til identitetsindustri. Bergen: Fagbokforlaget. Side 15-29

Journals:

Bransjetidskrifter

Course outline

- Trade and retail in a historical perspective
- The importance of trade and retail for the national economy
- Basic structures in the trade and retail industry
- Multichannel Retailing
- Ownership structures
- Definitions of business sectors

- Chains, retail formats and types of ownership
- The retail industry and the consumer
- External constraints for trade and retail
- Value creation in trade
- Important management areas in retailing
- Internationalization in retailing
- Marketing information systems

Computer-based tools

Computer-based tools are not used in this course.

Course structure

The course is based on 36 teaching hours of lectures. The lecturer will supplement the presentation with practical examples and give attention to environment according to the trade- and retail industry. The course have focus on Retail publications and the news media from the retail industry.

Examination

An individual 5-hour written exam completes the course.

Exam code(s)

NVH 02141 written exam which accounts for 100% of the grade in NVH 0214 The retail industry, 6 credits.

Examination support materials

No aids are allowed at the exam.

Re-sit examination

Due to changes in our Bachelor Programmes from autumn 2009, there also will be changes in every single course. This course was lectured for the last time autumn 2008. Re-sit exam will be offered every term even spring 2012.

Additional information