

H7IRM: Introduction to Retail Management

Module Code:	H7IRM
Long Title	Introduction to Retail Management APPROVED
Title	Introduction to Retail Management
Module Level:	LEVEL 7
EQF Level:	6
EHEA Level:	First Cycle
Credits:	5
Module Coordinator:	DAVE CORMACK
Module Author:	DAVE CORMACK
Departments:	School of Business
Specifications of the qualifications and experience required of staff	
Learning Outcomes	
<i>On successful completion of this module the learner will be able to:</i>	
#	Learning Outcome Description
LO1	Employ the principles of effective management in a modern business environment
LO2	Explain and examine the process of planning and basic principles of managing strategy.
LO3	Outline the foundations of organisational structure and implications of structural choices.
LO4	Demonstrate the skills to instigate change management principles and practices in an organisational setting
LO5	Recognise the importance of Control and how it can be achieved.
Dependencies	
Module Recommendations	
No recommendations listed	
Co-requisite Modules	
No Co-requisite modules listed	
Entry requirements	

H7IRM: Introduction to Retail Management

Module Content & Assessment			
Indicative Content			
Introduction to Management and Managers Defining Management. Differentiating types of managers, their roles and responsibilities How the managers job is changing.			
Functions of the Retail Manager • Staffing • Directing • Training • Motivating Employees • Communication • Employee Scheduling			
Planning and Strategy The importance of planning. The difficulties of planning. A framework for planning. Examining the purpose of the organisation: the Mission. The Business Environment and the tools applied in assessing the environment. Differing types of strategies and levels of strategy. Implementation of plans and the problems of implementation. Evaluation and feedback.			
Foundations of Organisational Structure The importance of organisational structure. Key elements in designing organisational structure. Mechanistic and Organic structures. Contingency factors influencing structure. Implications of differing structural choices.			
Contemporary Organisational Structures Organising for integration, collaboration, and innovation. Boundaryless (Networked / Virtual) Organisations. The Flexible Firm and Contingent Workforce. Issues with contemporary organisation for employees and employers.			
Core Organisational Functions Overview of key concepts in the functional areas of: 1. Marketing; 2. HRM; 3. Finance and Accounting.			
Control The importance of Control. The Control Process. Controlling Employee Performance. Controlling Organisational Performance. Feedforward / Concurrent / Feedback Control The Balanced Scorecard. Issues with Control.			
Assessment Breakdown			%
Coursework			50.00%
End of Module Assessment			50.00%
Assessments			
Full Time			
Coursework			
Assessment Type:	Assignment	% of total:	50
Assessment Date:	n/a	Outcome addressed:	1,2,3,5
Non-Marked:	No		
Assessment Description: The assignment involves investigating a management issue or theory, and would draw on a range of Learning Outcomes. The range of Learning Outcomes focused on may vary with the management issue under investigation. For example, the assessment could involve investigating and examining the strategy and structure of an organisation.			
End of Module Assessment			
Assessment Type:	Terminal Exam	% of total:	50
Assessment Date:	End-of-Semester	Outcome addressed:	1,2,3,5
Non-Marked:	No		
Assessment Description: An examination that draws on a all of the learning outcomes from the module. The duration of the exam is 2 hours in length. The paper will be a combination of short answer questions, and questions that require an essay style response.			
No Workplace Assessment			
Reassessment Requirement			
Repeat examination <i>Reassessment of this module will consist of a repeat examination. It is possible that there will also be a requirement to be reassessed in a coursework element.</i>			

H7IRM: Introduction to Retail Management

Module Workload

Module Target Workload Hours 0 Hours

Module Resources	
<i>Recommended Book Resources</i>	
Robbins, S.P., and Coulter, M.. (2014), Management, 12th Global Edition. 1; 8; 9; 11; 12; 10., Pearson, Harlow, Essex.	
<i>Supplementary Book Resources</i>	
Mullins, L.J., with Gill, C.. (2013), Management and Organisational Behaviour, 10th Edition. FT Prentice Hall, Harlow, Essex.	
G. A. Cole, and P. Kelly. (2015), Management Theory and Practice, 8th Edition. International Thomson Business Press, Andover.	
<i>This module does not have any article/paper resources</i>	
<i>This module does not have any other resources</i>	
Discussion Note:	