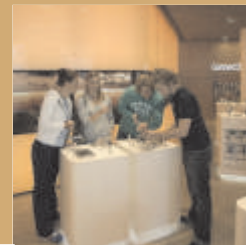




EXCELLENT INFRASTRUCTURE FACILITIES

MGLI is situated in the midst of pleasant surroundings with renowned educational research institutions. The Institute has excellent infrastructure facilities for holding seminars, training programme of national & international level like :

- An air conditioned Auditorium well equipped with audio-visual equipments (capacity 200 seats).
- All A.C. Class Rooms.
- A well equipped A.C. Computer Lab.
- Three air conditioned Seminar Rooms well equipped with audio-visual equipments (capacity 25, 35, 60 seats).
- A well furnished hostel building including 4 WVIP/VIP (AC) rooms & 28 general rooms (Double Bed).
- A canteen with modern amenities.
- An open air theatre.
- An air conditioned well stocked computerized Library.



For Further Details Please Contact :

Course Co-ordinator
Mahatma Gandhi Labour Institute
 An Autonomous Institute of the Government of Gujarat.
 Drive-in Road, Memnagar, Ahmedabad-380 052.
 Tel.: (079) 27913987, 27913890, 40013710
 Fax: (079) 27912617
 Email: info@mgliahd.org; rb@mgliahd.org
 Web : www.mgliahd.org



Mahatma Gandhi Labour Institute
 An Autonomous Institute of the Government of Gujarat.
 Drive-in Road, Memnagar, Ahmedabad-380 052.
 Tel. : (079) 27913987, 27913890, 40013710
 Email : info@mgliahd.org
 Web : www.mgliahd.org



**MAHATMA GANDHI
 LABOUR INSTITUTE**



**PG Diploma in
 Advance Retailing Management**

PG Diploma in Advance Retailing Management



The Institute

The Mahatma Gandhi Labour Institute was established by the Government of Gujarat in 1979. It has been constituted as a Society under the Societies Registration Act, 1860 in order to undertake activities relating to education, research, and training in labour and related subjects. Members of the Institute represent workers' organisations, employers' organisations, and the Government of Gujarat. In addition, the Institute's members include a representative of the Ministry of Labour, Government of India, the International Labour Organisation, New Delhi Office. The Institute's activities are funded largely by the Government of Gujarat.

The Institute's library has large stock of materials (books, journals, films, video cassettes, etc.) on various subjects including economics, management, industrial safety, occupational health and environment.

Retailing Industry

"The manpower requirement in Indian retail sector is pretty huge, second only to the IT industry. It is estimated that nearly two million people will be required for the retail industry in the next two years. As a result, there is a need to foster retail education in the country," Mr Gibson G. Vedamani, Chief Executive Officer, RAI. (Retailers Association of India)

Introduction

A retail management course is developed and designed to meet the requirement of the busy and talented business professional of today in departmental store and shopping mall. There is a huge demand for retail management professionals for processing of all merchandise shipments, achieving store sales and profitability, communication with the clients to gain their satisfaction, administration of stores etc. With the spurt of shopping malls and departmental stores huge employment opportunities are opening up in India and abroad. A growth rate of 30 to 40 percent is estimated in India in the retail sector with the advent of more than 200 shopping malls.

About the Programme

The retail industry distributes a wide range of merchandise and services directly to the consumer through establishments such as Supermarkets, Department Stores, Banks, Insurance Companies, Speciality Stores and e-Merchants. The Retail Management program prepares students to work in any type of retail business. Learn to coordinate and direct all aspects of a retail business: ordering, pricing, controlling inventory, monitoring sales activity, developing merchandising plans, monitoring profits/losses, coordinating visual presentations of merchandise, overseeing promotions, and hiring and training personnel.

Rationale for Conceptualizing the Course

Some key fact

- Retail is currently the biggest industry in the world with sales of \$ 7.2 trillion.
- Every 10th billionaire in the world is a retailer.
- 25 of the top 50 Fortune 500 companies are in retail.
- Consultants have estimated that by 2010, the retail business would have absorbed 5 lakh employees directly.
- The total retail market will grow 20 per cent annually from Rs. 400,000 crore in 2000 to Rs. 800,000 crore by 2005 (source : survey by AT Kearney).

Scope in India

Companies like Reliance India, Pantaloon, RPG Group, Titan, Raymonds, Westside, Barista, Bata, Café Coffee Day, Crossword, Food World, Nilgiris and Trent are some of the big Indian companies who have opened their retail chains in India. This has created huge employment opportunities for trained retail management professional. Jobs of Department Managers, Assistant Store Managers, Buyer Trainee, Merchandising Assistant, Customer Service Representative, and Management Trainees are available in the retail sector.

Scope Abroad

Multinational companies like Macdonald's, Pizza Hut, Domino's, Levis, Nike,, Adidas, Benetton, Sharp, Kodak and Sony, are recruiting retail management professional as Store Managers, Customer Care Executives, Merchandise Officers, Public Relations Executive, Store Manager, Inventory Monitoring Officer, Marketing and Sales Executive. A flair for communication and a burning zeal to sell with an aggressive go getter attitude is a must for applying for managerial and administrative jobs in these Companies.

Potential Job titles

- Assistant Manager
- Department Supervisor
- Customer Service Representative
- Account Manager
- Manager / Co-owner
- Sales Supervisor
- Merchandise Specialist



Course Highlights

- First-ever management course guaranteeing 100 per cent placement.
- Today Advance Retailing Management courses are aplenty that job placement on completion is an issue except for top B-Schools.
- Majority of the students will be absorbed at managerial level in good company on successful completion of the course in various format stores.
- From the beginning they would be trained in the various retail format stores.
- Practical orientation of the course - Choosing of students (not elitist)
- Unlike MBA or other management courses, which have an elitist and intellectual aura, this course is very practical and operation delivery-oriented with no snob value attached.
- All students are expected to work at the retail (shop) floor level and learn every aspect of retailing.
- The 12-month course has a 3-month training segment at any of the retail format stores with only 9 months in the classroom.
- While selecting candidates, a strong emphasis will be put on attitude, hard work , customer friendliness and a service industry mentality other than academic and classroom knowledge.

Admission Criteria

- (a) P.G. Degree in any discipline
- (b) Graduation in any discipline
- (c) Candidate who have appeared in final exam of their graduation can also apply.
- (d) Candidate with less than 50% in graduation, but having experience in marketing / retail may also be considered on merits.
- (e) Diploma course and having experience in marketing / retail may also be considered on merits.

Fees

Rs. 30,000/- (Rupees Thirty thousand only) per candidate.

".....The content of the programme will provide you with the essential range of the knowledge and skills which you will require for a successful retail management career."