



Practical Merchandising Math

Leo Gafney

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It's easier than you think to perform every retail math calculation quickly, accurately, and with confidence

Mathematics is an essential tool for determining every financial arrangement important to a retail business. Whether you're buying merchandise, figuring business expenses, pricing merchandise, or recording transactions, a solid working knowledge of practical calculating procedures is indispensable. But don't worry, we're not talking algebra, trigonometry, or calculus--just simple arithmetic you can perform using a calculator.

Practical Merchandising Math helps you teach yourself all the math you need to succeed in the retail industry. You'll learn to calculate markon, markup, and markdown; plan net sales, purchases, and stock turnover; and determine expenses and gross margin. You'll also learn the meanings of important terms and discover how the four retail areas where math is required--buying, selling, expenses, and record-keeping--are interrelated. This easy-to-use guide

- * Covers all financial considerations relevant to costing and pricing merchandise
- * Includes sample calculations with solutions
- * Features handy, quick-reference charts for standard markon percentages
- * Presents material in short sections followed by self-check practice exercises

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