



Retail Accountability: Advanced Retail Profitability Analysis

Steven Lindner

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Profitability determines the success of every retail business and manufacturer. As a fashion industry consultant and instructor of retail mathematics, Steven Lindner has developed a textbook that teaches students how to negotiate agreements and analyze each element presented in profitability reports. This upper-level textbook focuses on the basic components of the buyer-vendor relationship, including negotiations and the creation and assessment of profitability reports. Students will also learn how to interpret standard financial documents such as profit-and-loss statements and balance sheets. In the competitive retail industry, these skills are essential.

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