Garnet
Garnet Global Training Center

GGT-RT-103

Retail & E-commerce

Retail Buying & Category Planning

الشراء وتخطيط الفئات في التجزئة

Duration	Language	Formats	Hours	Level
5 or 10 days	**English or Arabic**	**Classroom, online, in-house**	**35 / 70**	**Intermediate (management)**

Overview

This program treats Retail Buying & Category Planning as a managed system: policies, roles, resources, performance indicators and continual improvement. Merchandising, store operations and online selling programs. It runs as a 5-day or 10-day program in English or Arabic, in classrooms in Dubai, Riyadh, Cairo, London, Istanbul and other cities, or live online, and can be delivered in-house.

What you will be able to do

- Set up and run Retail Buying & Category Planning as a managed process with clear roles.
- Define KPIs and build simple dashboards for management.
- Control risk, quality and compliance in this area.
- Lead improvement projects and measure their benefit.
- Report clearly to senior management and stakeholders.

Who should attend

Retail managers, buyers, e-commerce and customer service teams. It suits supervisors, section heads and specialists who manage, or are about to manage, this area.

Key topics

- Assortment and merchandising
- Store operations
- Omnichannel customer journeys
- Pricing and promotions
- Inventory and fulfilment
- Retail analytics

Formats and fees

5-day classroom	**USD 4,750**
5-day online	**USD 2,950**
10-day classroom	**USD 8,950**
10-day online	**USD 5,450**
In-house	**Quotation per group**

Fees per participant, excluding VAT.

Register or ask

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Training: training@garnettrainings.com

Web: garnettrainings.com

Sharjah Publishing City Free Zone, Sharjah, UAE

Certificate

Participants who attend at least 90% of sessions and complete the final assessment receive a certificate of completion stating 35 contact hours (5-day) or 70 contact hours (10-day).

5-day outline

Day 1 Retail Buying & Category Planning: the management framework

- Pricing and promotions
- Group discussion and peer review

Day 2 Planning, resources and budgets

- Inventory and fulfilment
- Retail analytics

Day 3 Performance measurement and control

- Assortment and merchandising
- Measurement and reporting

Day 4 Risk, compliance and improvement

- Store operations
- Hands-on workshop on a workplace challenge

Day 5 Management case study and action plan

- Omnichannel customer journeys
- Common mistakes and how to avoid them

10-day outline

Day 1 Retail Buying & Category Planning: the management framework

- Pricing and promotions
- Group discussion and peer review

Day 2 Planning, resources and budgets

- Inventory and fulfilment
- Retail analytics

Day 3 Performance measurement and control

- Assortment and merchandising
- Measurement and reporting

Day 4 Risk, compliance and improvement

- Store operations
- Hands-on workshop on a workplace challenge

Day 5 Management case study and action plan

- Omnichannel customer journeys
- Common mistakes and how to avoid them

Day 6 Advanced techniques and specialist practice

- Complex cases in depth
- Regional and international case studies

Day 7 Digital tools, data and automation

- Analysis tools and software
- Using AI in this field

Day 8 Benchmarking against international practice

- Global performance benchmarks
- Checklists and templates to take away

Day 9 Capstone project

- Analyse a real challenge from your organisation
- Build the solution and implementation plan

Day 10 Presentations, final assessment and certificates

- Project presentations and review
- Final exam and certificate award

Schedule 2027–2030

Dates	Format	City	Language	Fee (USD)
21 Feb – 4 Mar 2027	10-day classroom	Amman	Arabic	8,950
6–10 Jun 2027	5-day classroom	Doha	English	4,750
19–23 Jul 2027	5-day online	Live online	English	2,950
4–8 Oct 2027	5-day classroom	Istanbul	English	4,750
21 Feb – 3 Mar 2028	10-day classroom	Barcelona	English	8,950
3–7 Jul 2028	5-day classroom	Singapore	English	4,750
9–20 Oct 2028	10-day online	Live online	English	5,450
11–15 Dec 2028	5-day classroom	Paris	English	4,750
1–12 Jan 2029	10-day classroom	Barcelona	English	8,950

Dates	Format	City	Language	Fee (USD)
4–8 Jun 2029	5-day online	Live online	English	2,950
10–14 Sep 2029	5-day classroom	Casablanca	Arabic	4,750
12–16 Nov 2029	5-day classroom	Vienna	English	4,750
17–28 Feb 2030	10-day classroom	Kuwait City	Arabic	8,950
15–26 Apr 2030	10-day online	Live online	Arabic	5,450
5–9 May 2030	5-day classroom	Muscat	English	4,750
1–5 Jul 2030	5-day classroom	Amsterdam	English	4,750

Customised and in-house versions of this course are available on request. garnettrainings.com/en/customise/