

SEED Professional Development Full Day Workshops

Unable to commit to the Diploma of Retail Management qualification but would like to benefit from targeted learning? The ARA Retail Institute is the leading provider of specialised retail management education, offering Professional Development Workshops on a broad range of retail topics for Retailers. These one day workshops cater for experienced retail professionals and business owners looking to increase their skill and knowledge.



Workshop	QLD	SA	VIC
Retail Strategic Planning			19-Apr Tues
Retail Visual Merchandising		4-May Wed	24-May Tues
Retail Buying & Stock Management	13-Apr Wed	1-Jun Wed	21-Jun Tues
Retail Financials and Operations	11-May Wed	29-Jun Wed	19-Jul Tues
Retail Leadership and People Management	8-Jun Wed	27-Jul Wed	23-Aug Tues
Manage IR Policies and Process	6-Jul Wed	24-Aug Wed	20-Sep Wed
Retail Marketing Objectives	3-Aug Wed	21-Sep Wed	18-Oct Tues
Developing a Sales Strategy	7-Sep Wed	19-Oct Wed	8-Nov Tues
Initiate and Implement Change	5-Oct Wed	16-Nov Wed	6-Dec Tues

You have selected the workshop you interested in attending please complete the PD Registration Form

QLD

Westfield Carindale
Further details provided with enrolment to a workshop

SA

Service Skills SA
ASU Union Building - 5-9 Rundle Street - Kent Town

VIC

Westfield Doncaster
Westfield Carindale
Further details provided with enrolment to a workshop

Target Participants

- Retail Managers/Supervisors
- Retail Area Managers or Team Leaders
- Regional or Divisional Managers
- Retail Product Managers
- Retail Support Team Members or Managers
- People dealing with the retail industry
- Business owners

Benefits for the Participants

Instruction by leading industry specialists
Learning in a peer group environment
Interaction and networking with other executives
Better understanding of the retail industry

Participants will be able to:

- Determine effective business strategies to grow and develop their business
- Develop and implement effective buying and merchandising strategies for improved performance and control
- Implement policies and procedures for effective management control
- Manage staff, suppliers and business relationships for optimum performance and return in their business
- Manage visual merchandising and store presentation strategies

Enrolment FEE - \$395 Inc GST per workshop

For more information and workshop content please visit www.retail.org.au

SEED Professional Development Full Day Workshops

Unable to commit to the Diploma of Retail Management qualification but would like to benefit from targeted learning? The ARA Retail Institute is the leading provider of specialised retail management education, offering Professional Development Workshops on a broad range of retail topics for Retailers. These one



Company Details

Workshop Details

Company Name	State	<input type="checkbox"/> Vic <input type="checkbox"/> NSW <input type="checkbox"/> QLD <input type="checkbox"/> TAS <input type="checkbox"/> SA <input type="checkbox"/> WA
Address	Course Name	
	Course Date	
Phone Number Office: Direct: Mobile:	Course Name	
	Course Date	
Email Address	Course Name	
	Course Date	
Fax Number ()	Payment Method	
Primary Contact Name	Payment Type	<input type="checkbox"/> Visa <input type="checkbox"/> Mastercard <input type="checkbox"/> Cheque <input type="checkbox"/> Invoice
Position	Card holders Name	
ARA Member No, If applicable	Card Number	_____/_____/_____/_____
Name of participant/s attending	Expiry Date	_____/_____
1	Signature	
2	Amount Payable	\$ _____
3		

Enrolment FEE

Per workshop

- Non ARA Member \$395 Inc GST
- ARA Member: \$350 Inc GST

For more information and workshop content please visit www.retail.org.au

Payment to be made prior to training date.

Privacy Statement

Information about The Australian Retailers Association can be obtained by logging on to our website www.retail.org.au. Our Privacy Officer can be contacted by fax (03) 8660 3399. The personal information as defined by the *Privacy Act 1988* ("the Act"), provided on this form about you or your representatives, employees and/or directors ("your contacts") can be accessed by contacting our Privacy Officer. Please provide all your contacts with a copy of this statement. We disclose this information to our accountants for the purposes of processing your order and payment thereof. We otherwise only disclose the information in accordance with the Act. Failure to provide all the necessary details may result in us being unable to register you for the said seminar. We require the personal information for the purpose of registering and delivering the said seminar, ("primary purpose").

Marketing: We may use contractors and mail houses ("third parties") to market their products and services ("services"). Subject to the ticking of the following box, I consent to the ARAV using and disclosing the personal information to third parties, for the purposes of marketing their services.

Please do not use or disclose the personal information for the purposes of marketing ARA services.