

RETAILER AREA MANAGER

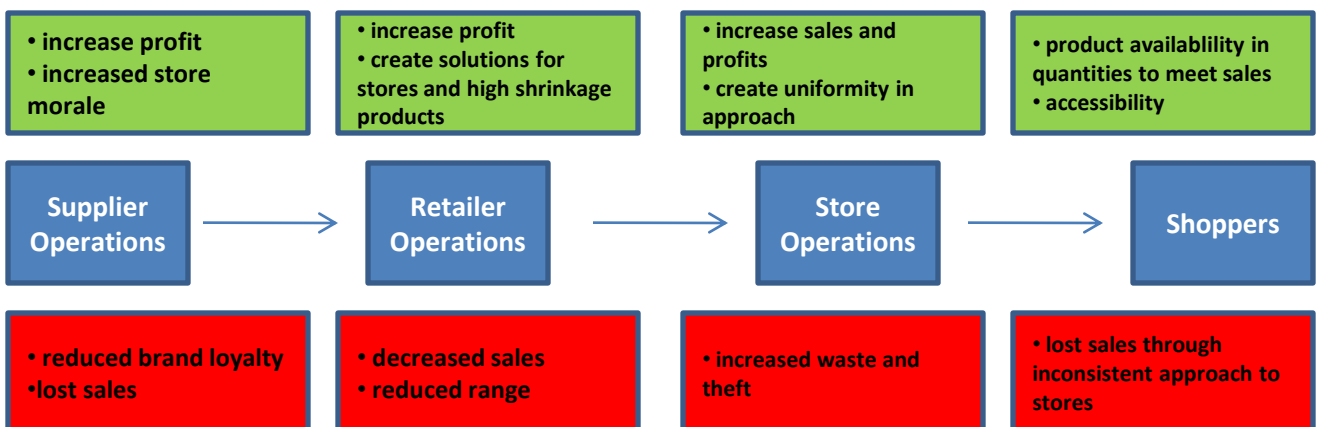
How does Shrinkage and Loss Prevention impact me in my role?

Profitability:	Responsibility	Customer	Team
Ensure that stock levels are correct and applicable to the store needs (Demographics)	Ensure shrinkage is taken Seriously by Store Managers and being led. Store teams are employing correct disciplines to avoid shrinkage	<ul style="list-style-type: none"> •Maintain adequate store stock levels to meet customer demand (minimum presentation level). •Presentation levels and quality of stock (soiled/damaged) 	<ul style="list-style-type: none"> •Awareness in store that shrinkage affects the bottom line in real terms above GP levels. •Culture of avoiding shrinkage •Ensure shrinkage is acknowledged

What actions can I take in my role to assist loss prevention?

Map & Measure	<ul style="list-style-type: none"> •Complete overview of shrinkage results across stores. •Identify stores/departments with unsatisfactory results and implement corrective actions
Compare	Identify trends in geographical area, products, stores and departments where shrinkage is excessive.
Consider	Strategies to reduce shrinkage. These include physical and technological shrinkage reduction plans.
Discuss	<ul style="list-style-type: none"> •Involvement all store management staff in the discussion to reduce shrinkage as per agreed strategies. •Communicate with Buying Team, suppliers of high shrinkage products and supply chain to assist in shrinkage reduction.
Trial	<ul style="list-style-type: none"> •Implement strategies. •Create an owner for each store and regularly feed back results.

What are the potential impacts of my decisions on Shrinkage throughout the value chain? (Good and Bad)



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Details:

Name:	
Title:	
Category:	
Year:	

Specific responsibilities regarding Shrinkage Management within role:

Shrinkage Issue	Personal Responsibility

Priority shrinkage challenges and action plan for year ahead:

Priority Challenges	Action Plans	Target / Goal