STORE MANAGER

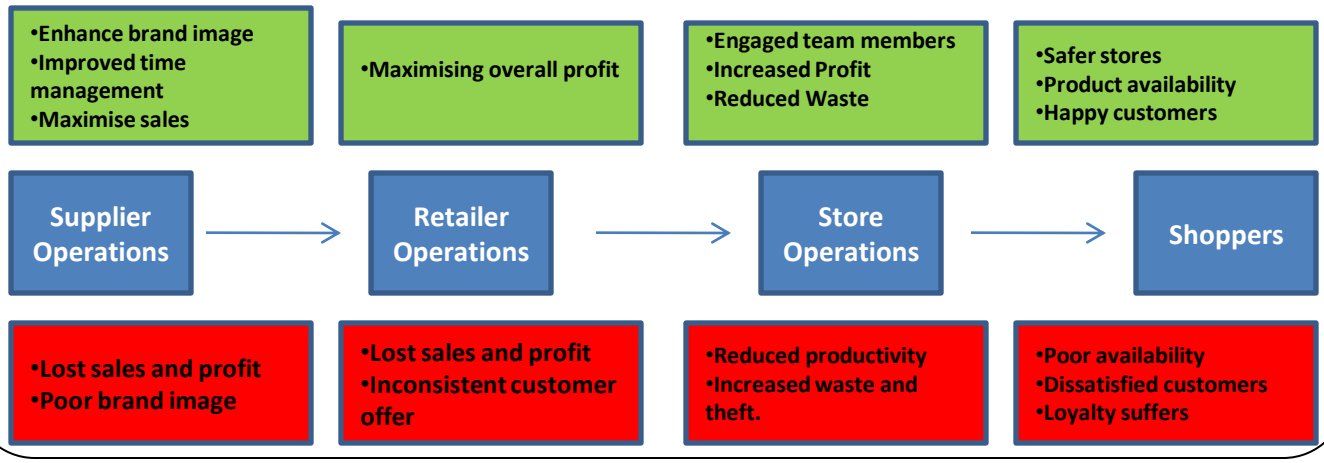
How does Shrinkage and Loss Prevention impact me in my role?

Profitability	Responsibility	Customer	Team
To improve overall profitability of the store we need to get the stock weight right, not too much that it is going to spoil / be stolen, but enough that we don't have an out of stock. Need to understand the ROI on increased focus on "Hot" skus.	Team members need to be involved in all aspects of the waste and markdown process, including ordering for sales and not to fill. To reduce the amount of potential loss. Also regularly walking high risk aisles to maintain a presence.	Customers should be able to purchase our products at all times, having minimal out of stocks weight on show can create disloyal customers. Products should be of good quality and timely markdowns actioned to give customers time to use products before spoiling. Stock vailable to shoppers when they are looking to buy.	We need to provide quality training to all of our team members, and support depts. struggling to reduce their waste /shrink. Must be something the whole team is involved in, allowing open and honest communication without repercussions.

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

Map & Measure	Review total loss figures, to get a clear and regular knowledge of what is happening within my store. Focus on high risk areas to reduce the loss to the business. Helping departments with poor results continually improve their processes to reduce waste and markdowns. Discuss as a region / group of stores to try and implement successful ideas from a high performing store to all stores.
Compare	Review similar sized stores and compare results, actions and processes. Compare our competitors is there something they are doing that we are not. Compare own stores data against last year's data and see if there has been any change in results and what may have caused this.
Consider	What categories in your store are being hardest hit? Are CCTV cameras or other deterrents in the right areas? Hot products controller and using the ECR road map. Are inventory management policies in place and being actioned? Are we capturing markdowns before they turn into waste? Engage supplier reps for help and ideas on industry trends.
Discuss	What can we do to improve our results. What help is available. Have a daily discussion among key team members. Communicate with all team members about what we are trying to do as a team.
Trial	Develop a reduction plan as a team, and stick to it. Review systems, processes and procedures. Be transparent and open to outside ideas and feedback.

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



STORE MANAGER

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