



# RETAIL BUYING TECHNIQUES

**Fiona Elliott and Janet Rider**

One of a brand new series of sales and management guides for the retail sector,  
from the British Shops and Stores Association

**Effective procedures for sourcing  
and planning a winning product range**



**RETAIL BUYING TECHNIQUES**

**Fiona Elliott  
and Janet Rider**



# Retail Buying Techniques

**Jessica J Manson**



## **Retail Buying Techniques:**

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