



# Merchandising: Theory, Principles, and Practice

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*Merchandising: Theory, Principles, and Practice*, 3rd Edition, focuses on the process of merchandising and the principles applied to the planning, development, and presentation of product lines in both the manufacturing and retailing sectors. Each chapter includes case studies that illustrate how merchandising principles and theories are applied by actual businesses, and the chapter learning activities promote an interactive learning environment with multiple course objectives. Students will learn how to make sequential and integrated decisions to develop a complete merchandise plan and analyze the effectiveness of that plan.



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