

Tamkang University Academic Year 106, 2nd Semester Course Syllabus

Course Title	RETAIL MANAGEMENT	Instructor	I-FEI CHEN
Course Class	TLQXM1A MASTER'S PROGRAM IN BUSINESS AND MANAGEMENT (ENGLISH-TAUGHT PROGRAM), 1A	Details	<ul style="list-style-type: none"> ◆ Selective ◆ One Semester ◆ 3 Credits
Departmental Aim of Education			
<ul style="list-style-type: none"> I. Develop a business and management perspective for students. II. Train the professionals in the integrated fields of business and management. III. Cultivate the talents with both theory and practices in business and management. 			
Departmental core competences			
<ul style="list-style-type: none"> A. Provide the basic knowledge of both theory and practices. B. Enhance the practical training for the current trends. C. Cultivate the ethics in business and management. D. Obtain the ability of analyzing industrial and business problems. 			
Course Introduction	<p>This course aims to provide an interesting decision-making approach to retailing. Through instruction and curricular activities to reflect how real retailers view their customers and make decisions, it also imparts the basic knowledge necessary for a successful career in retailing and related disciplines.</p>		

The Relevance among Teaching Objectives, Objective Levels and Departmental core competences

I.Objective Levels (select applicable ones) :

- (i) Cognitive Domain : C1-Remembering, C2-Understanding, C3-Applying,
C4-Analyzing, C5-Evaluating, C6-Creating
- (ii) Psychomotor Domain : P1-Imitation, P2-Mechanism, P3-Independent Operation,
P4-Linked Operation, P5-Automation, P6-Origination
- (iii) Affective Domain : A1-Receiving, A2-Responding, A3-Valuing,
A4-Organizing, A5-Charaterizing, A6-Implementing

II.The Relevance among Teaching Objectives, Objective Levels and Departmental core competences :

- (i) Determine the objective level(s) in any one of the three learning domains (cognitive, psychomotor, and affective) corresponding to the teaching objective. Each objective should correspond to the objective level(s) of ONLY ONE of the three domains.
- (ii) If more than one objective levels are applicable for each learning domain, select the highest one only. (For example, if the objective levels for Cognitive Domain include C3,C5,and C6, select C6 only and fill it in the boxes below. The same rule applies to Psychomotor Domain and Affective Domain.)
- (iii) Determine the Departmental core competences that correspond to each teaching objective. Each objective may correspond to one or more Departmental core competences at a time. (For example, if one objective corresponds to three Departmental core competences: A,AD, and BEF, list all of the three in the box.)

No.	Teaching Objectives	Relevance	
		Objective Levels	Departmental core competences
1	To provide an interesting decision-making approach to retailing	C4	AD

Teaching Objectives, Teaching Methods and Assessment

No.	Teaching Objectives	Teaching Methods	Assessment
1	To provide an interesting decision-making approach to retailing	Lecture, Discussion	Report, Participation, attendance

This course has been designed to cultivate the following essential qualities in TKU students

Essential Qualities of TKU Students	Description
◆ A global perspective	Helping students develop a broader perspective from which to understand international affairs and global development.
◇ Information literacy	Becoming adept at using information technology and learning the proper way to process information.
◆ A vision for the future	Understanding self-growth, social change, and technological development so as to gain the skills necessary to bring about one's future vision.
◇ Moral integrity	Learning how to interact with others, practicing empathy and caring for others, and constructing moral principles with which to solve ethical problems.
◆ Independent thinking	Encouraging students to keenly observe and seek out the source of their problems, and to think logically and critically.
◇ A cheerful attitude and healthy lifestyle	Raising an awareness of the fine balance between one's body and soul and the environment; helping students live a meaningful life.
◇ A spirit of teamwork and dedication	Improving one's ability to communicate and cooperate so as to integrate resources, collaborate with others, and solve problems.
◇ A sense of aesthetic appreciation	Equipping students with the ability to sense and appreciate aesthetic beauty, to express themselves clearly, and to enjoy the creative process.

Course Schedule

Week	Date	Subject/Topics	Note
1	107/02/26 ~ 107/03/04	Introduction	This schedule will be rearranged if it needs
2	107/03/05 ~ 107/03/11	Types of retailers	
3	107/03/12 ~ 107/03/18	Multichannel retailing	
4	107/03/19 ~ 107/03/25	Customer buying behavior	
5	107/03/26 ~ 107/04/01	Retail market strategy	
6	107/04/02 ~ 107/04/08	Financial strategy	
7	107/04/09 ~ 107/04/15	Retail locations	
8	107/04/16 ~ 107/04/22	Human resource management	
9	107/04/23 ~ 107/04/29	Information systems and supply chain management	
10	107/04/30 ~ 107/05/06	Midterm Exam Week	
11	107/05/07 ~ 107/05/13	Customer relationship management	
12	107/05/14 ~ 107/05/20	Managing the merchandise planning process	participate a conference

13	107/05/21 ~ 107/05/27	Buying merchandise	
14	107/05/28 ~ 107/06/03	Retail pricing	
15	107/06/04 ~ 107/06/10	Retail communication mix	
16	107/06/11 ~ 107/06/17	Managing the store	
17	107/06/18 ~ 107/06/24	Store layout, design, and visual merchandising	
18	107/06/25 ~ 107/07/01	Final Exam Week	
Requirement	An oral presentation of the term paper is required.		
Teaching Facility	Computer, Projector		
Textbook(s)	pending		
Reference(s)			
Number of Assignment(s)	(Filled in by assignment instructor only)		
Grading Policy	◆ Attendance : 20.0 % ◆ Mark of Usual : 20.0 % ◆ Midterm Exam : % ◆ Final Exam : % ◆ Other < term paper > : 60.0 %		
Note	This syllabus may be uploaded at the website of Course Syllabus Management System at http://info.ais.tku.edu.tw/csp or through the link of Course Syllabus Upload posted on the home page of TKU Office of Academic Affairs at http://www.acad.tku.edu.tw/CS/main.php . ※ Unauthorized photocopying is illegal. Using original textbooks is advised. It is a crime to improperly photocopy others' publications.		