Are you ready to meet the challenges faced by retailers?

Influence what people buy ...
Why study Retail Marketing?

Retailers lead economies: Some of the most powerful organisations within economies are retailers.

Retailers influence what people buy: Two thirds of all decisions of what to buy are made at the point of sale.

Retailers dominate marketing: Retailers have taken over marketing leadership from manufacturers.

Retailers lead innovation and change: Sophisticated customer relationship programmes, multi-channel promotional and marketing; merchandising systems, online sales and flexible supply chains.

Retailing is a large and diverse industry that contributes significantly to the overall economy, as well as something that we as consumers experience regularly as part of our everyday lives. Understandably, the retail industry attracts a lot of attention from governments, the media and consumer groups.

The sector is a major employer with over 2.9 million people currently working in retailing, equating to 11 per cent of the total workforce.

The retail sector is constantly met with new challenges; the growth of the internet, new forms of technology and consumer demand. As a result, retailers need managers with the necessary skills to tackle and meet these challenges.

The course

The wide-ranging experience of Stirling’s Institute for Retail Studies (IRS) academics and their links with the retail industry ensures that the retail marketing degree is practical and up to date with trends in the retail industry.

This degree course provides a solid foundation in the general principles of industry, management, marketing, human resources and organisations. Students will also develop extensive knowledge and skills in consumer behaviour, marketing, international business, logistics and related subjects.

Some of the topics covered in the retail modules include:

- Retailers’ responses to changes within the external environment
- The impact of the Internet for retailers and shoppers
- Shopping behaviour and consumption choices
- The cultural challenge of internationalisation
- Designing an effective store layout
- Effective buying and visual merchandising strategies
- Strategy formulation, monitoring and control
- Retail branding and communications
- Dealing with clients through consultancy projects.

As part of the course you may have the opportunity to take part in a student exchange. The IRS has exchanges with a number of Universities throughout Europe, the USA, Canada, Hong Kong and Singapore.
Why choose Stirling?

Stirling is one of a small number of research-led Universities in the UK that offers an Honours course in Retail Marketing and the degree is taught by academics from the Institute for Retail Studies. The Retail Marketing degree is highly rated. In the most recent National Student Survey, 89 per cent of Honours students reported that they were satisfied with their overall student experience and 100% of students reported that staff were good at explaining things.

IRS is one of Europe’s largest University-based retail institutes with a reputation for offering a range of high quality education and training courses to the retail sector as well as undertaking research of an international standard.

The Institute is recognised by the Department of Trade and Industry’s Retail and Consumer Services Panel as a ‘Centre of Excellence’ for its contribution to retail education and training.

In the 2014 Research Excellence Framework (REF), 64% of the Management School’s research was rated world-leading and internationally excellent.

Preparation for work

During the degree, students can participate in a personal and professional development module with a focus on developing key skills that employers are looking for, as well as helping students prepare for, and make the effective transition into the workplace.

Will I get a job when I graduate?

The BA (Hons) Retail Marketing degree produces high quality graduates that have a broad background not only in management but also more specific skills in retailing and marketing. Retail marketing students acquire a comprehensive range of analytical, problem-solving and professional skills, which are increasingly valued, not just in the retail industry itself but also in other areas of commerce, education, government and non-profit making organisations.

96 per cent of students go on to work and/or further study within six months of graduating. Stirling are 2nd in Scotland and 7th in the UK for graduate employability.

Retail Marketing graduate job titles include: buyer; visual merchandiser; marketing manager; marketing co-ordinator; brand manager, area manager and operations manager.

In recent years, graduates have found employment within companies such as Aldi, Tesco, Topshop and Sainsbury’s.

UCAS code: N550

Minimum requirements

Year 1 entry - Four-year Honours

SQA Higher:
ABB – one sitting
AABB – two sittings

GCE A-level:
BBB

IB Diploma:
32
BTEC (level 3): DDM

Year 2 entry - Three-year Honours

SQA Adv. Higher: ABB
GCE A-level: ABB
IB Diploma: 35

Other qualifications

Scottish HNC/HND
Minimum entry: Bs in graded units.
Advanced entry: Please visit: http://stir.ac.uk/ay
Access courses and other UK/EU and international qualifications are also welcomed

Additional information

General entry requirements apply. Please visit: http://stir.ac.uk/av
What our alumni say

“During the course we attended a number of store and warehouse visits, as well as guest lectures from a variety of experienced retail and marketing personnel. We all found that being able to speak to people who apply theoretical concepts in the real world helped to really illustrate the concepts.

I am currently working as a graduate Trainee Area Manager for Aldi. All of the modules that I studied as part of my degree are applicable to my current position, for example, Logistics and Supply Chain Management is a vital component of the Aldi business model.

Natalia Dunk – Retail Marketing, graduated 2011.

Typical timetable

<table>
<thead>
<tr>
<th>Year</th>
<th>Semester</th>
<th>Subject 1</th>
<th>Subject 2</th>
<th>Subject 3</th>
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<tr>
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<td>The Global Business Environment: An Introduction (Core)</td>
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<td>The Management Challenge: An Introduction (Core)</td>
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<td>Fundamentals of Marketing (Core)</td>
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<td>Retail Studies (Core)</td>
<td>Any module (b)</td>
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<td>Understanding Consumer (Core)</td>
<td>Retail Operations (Core)</td>
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<td>Understanding Supply Chains (Core)</td>
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<td>Marketing and Retail Consultancy Project (Core)</td>
<td>Dissertation (Core)</td>
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<td>Dissertation (Core)</td>
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(a) Accounting and Finance for Managers strongly recommended.
(b) Economics for Managers strongly recommended.
(c) Continued in semester 8.