

**BSBA1- BLOCK 3**

**CASE PROBLEM**

**ACTIVITY NO 2**

**SHOES FOR EVERYONE: FOCUS ON TEENAGERS**

Mr. Abad can take into account the following strategies to increase the object's scientific delisting process:

Mr. Abad can examine sales data to determine which products are selling well and which are not. Using this information, he can decide which items to delist based on data.

Mr. Abad has the ability to survey customers to learn more about their preferences and purchasing patterns. He can use this information to determine which products are popular and which are not, and to make well-informed delisting decisions.

Take a look at the reasons behind delisting: Research suggests that retailers remove products from their shelves for a number of reasons, including the need for extra shelf space, cost-cutting initiatives, and the reduction of shopper confusion. These factors can be taken into account by Mr. Abad as he decides which products are no longer required or profitable to stock in his store.

Utilize analytical assortment optimization: Stores that have the right assortment see higher gross and more sales. Analytical assortment optimization can be used by Mr. Abad to decide which products to keep in stock and which to take off the shelves. Advanced analytics are used in this strategy to maximize sales by optimizing the product selection.

Take into account contextual effects: According to research, when items are removed from the assortment without affecting the store, sales may even increase. When delisting items, Mr. Abad can take context effects into account and decide which products are no longer required or profitable to keep in stock.

By implementing these strategies, Mr. Abad will be able to make data-driven, scientific decisions about which products to keep and which to delist from his shoe store.

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**Patrick Vollmar**



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