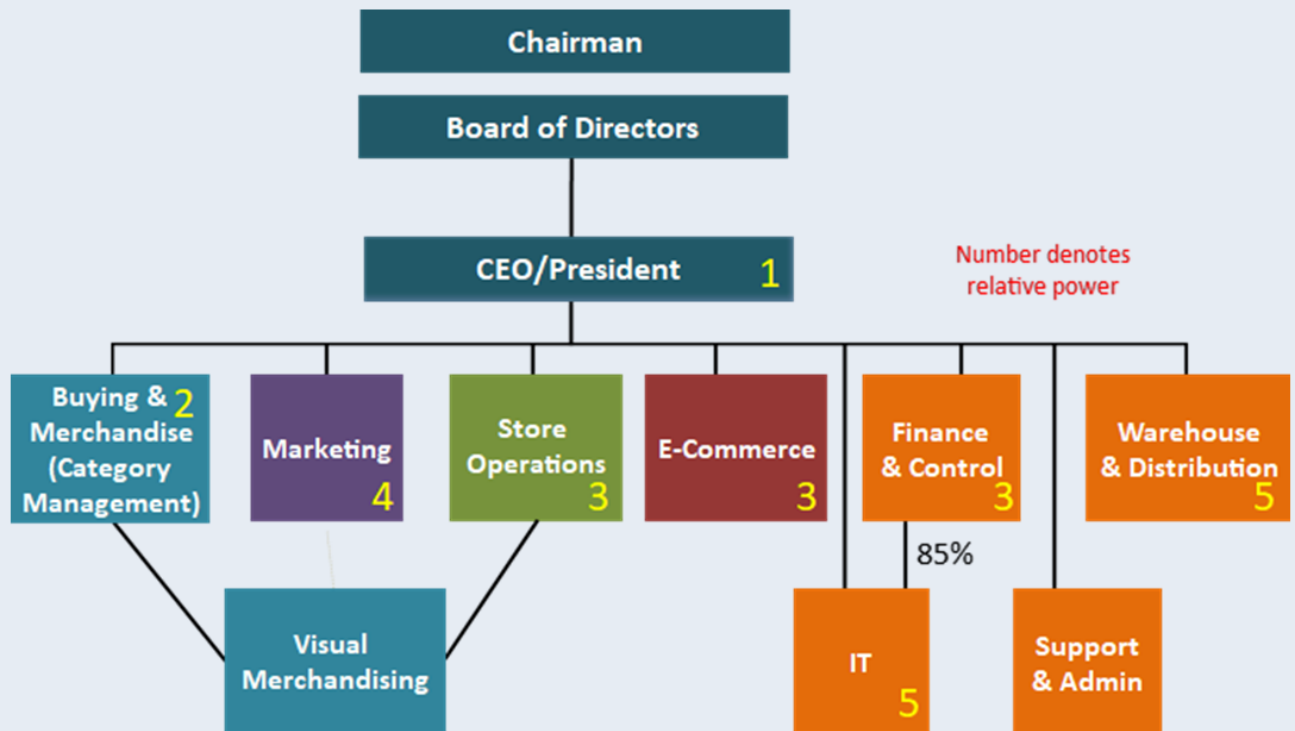
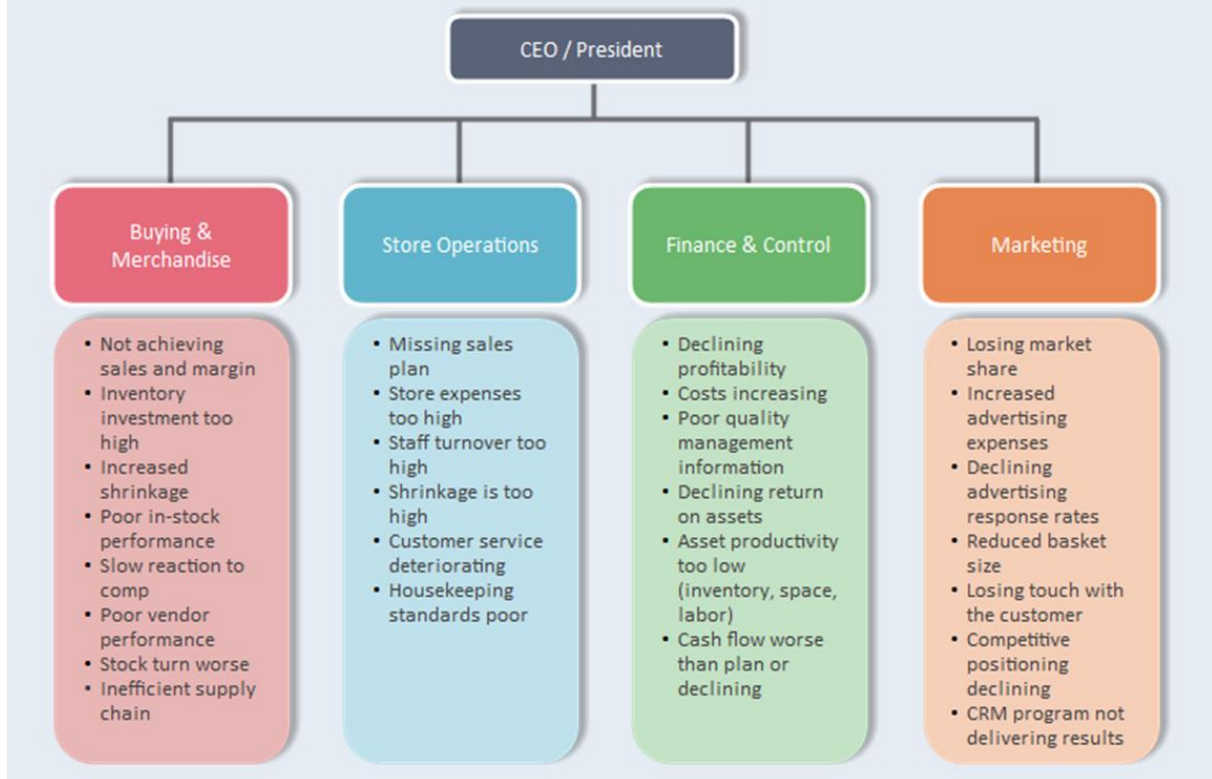


Retail Organization Structures

Retail Organization Structure



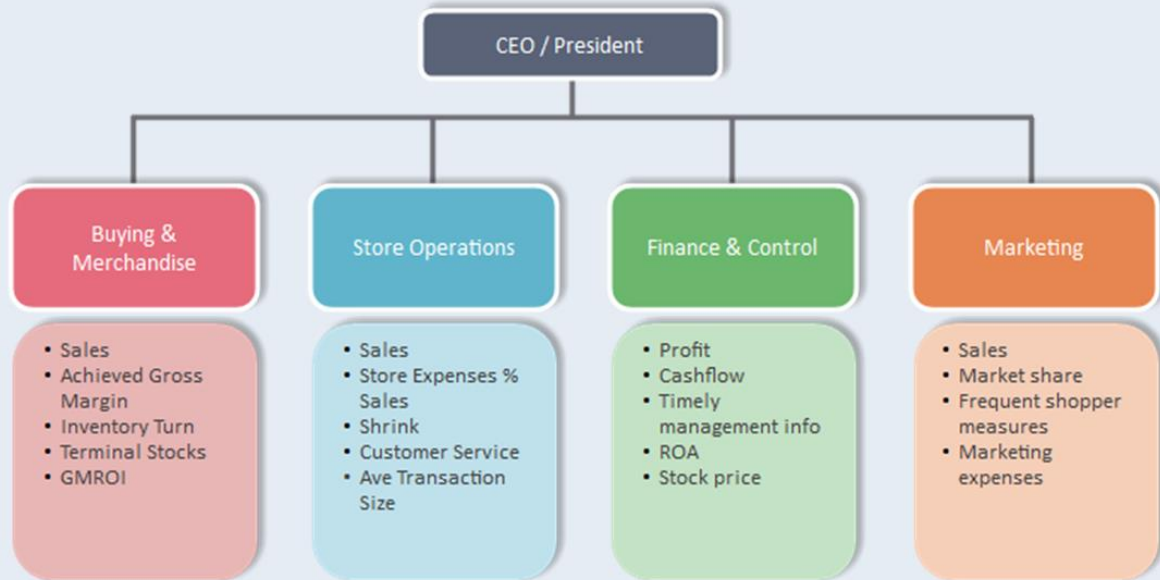
CXO Pains



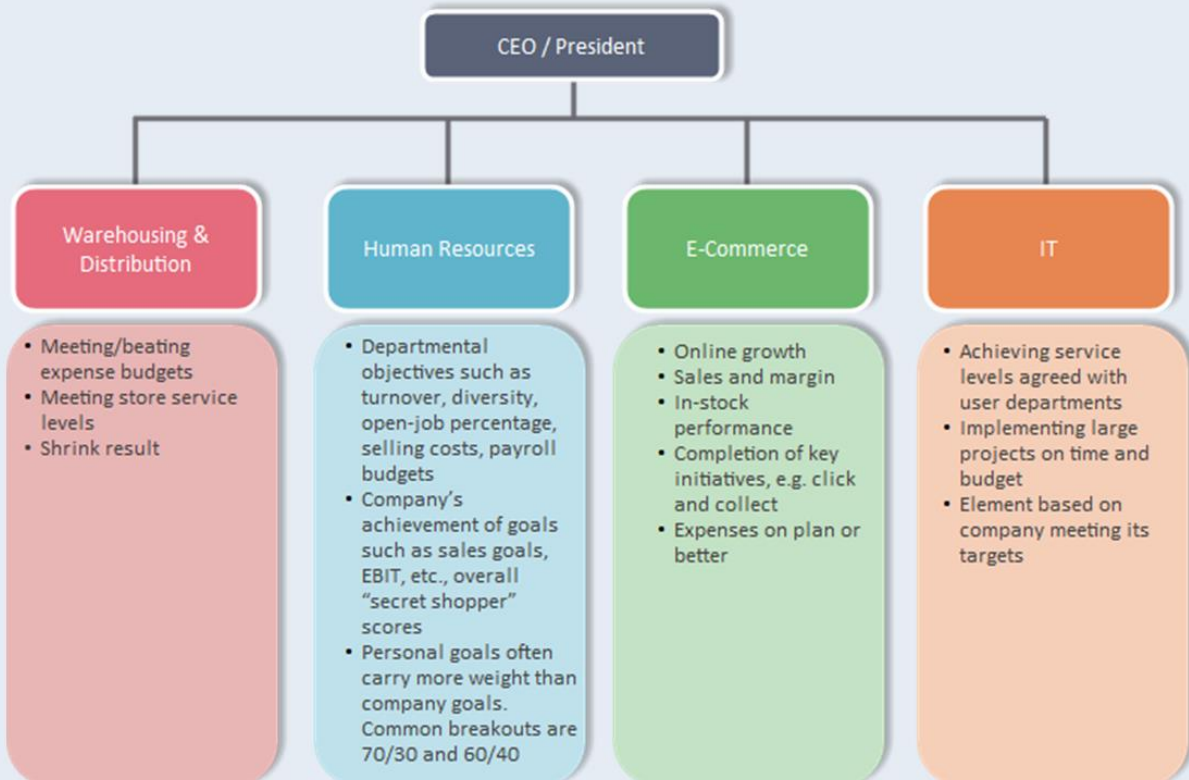
CXO Pains Continued



People Do What They Get Paid To Do – CXO Bonus

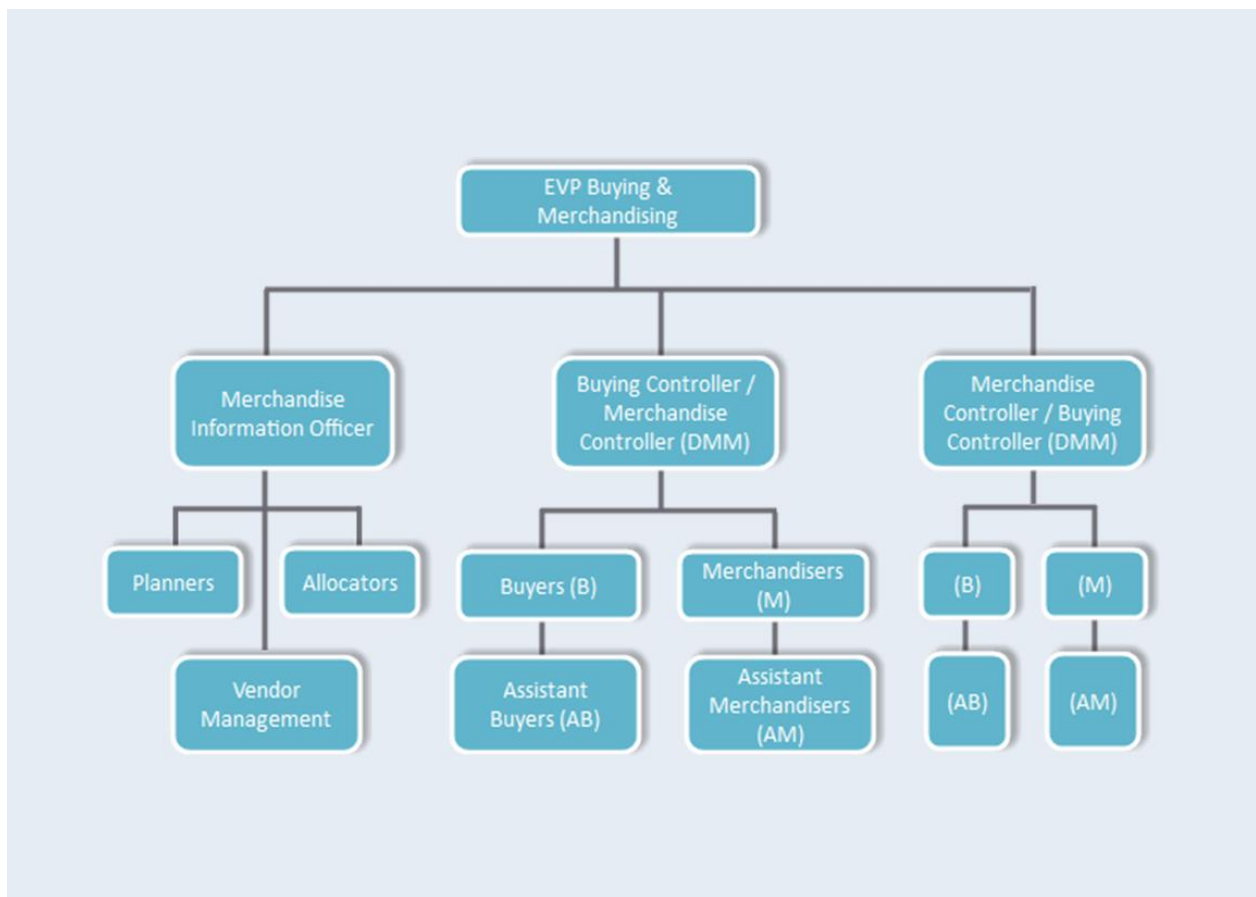


People Do What They Get Paid To Do – CXO Bonus



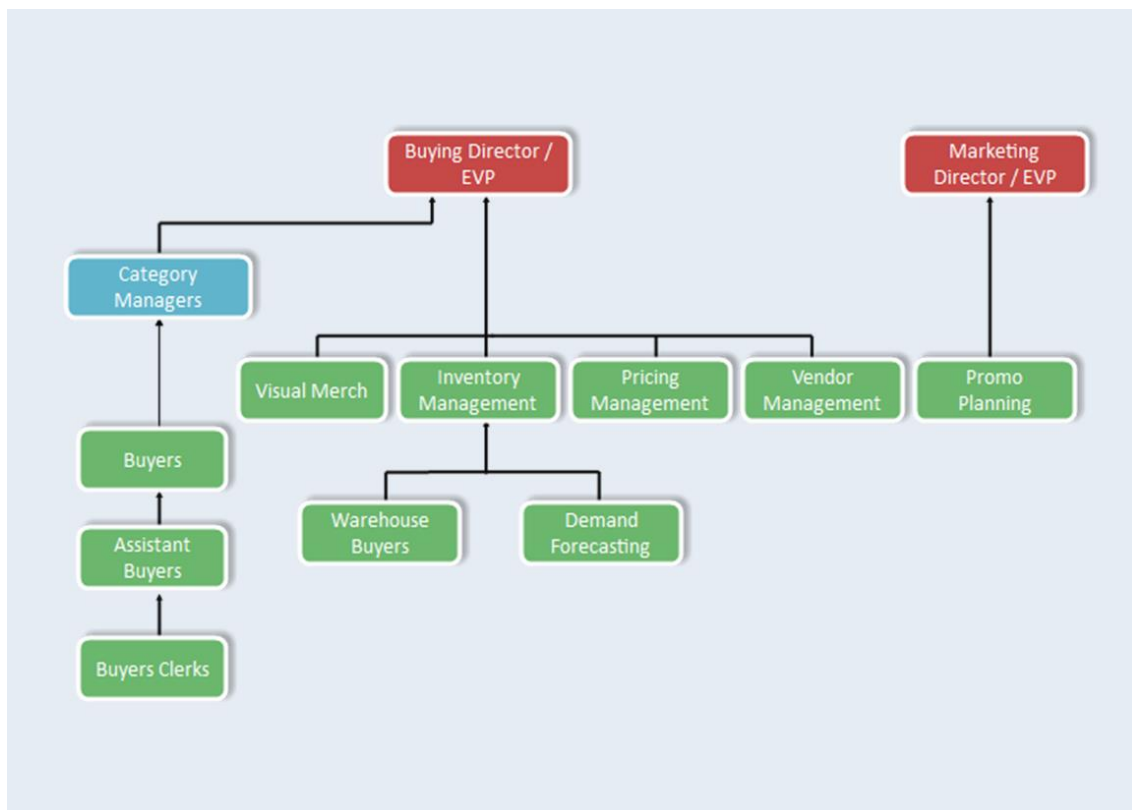
Merchandise Management Retailers

Buying and Merchandising in a Merchandise Management Organization

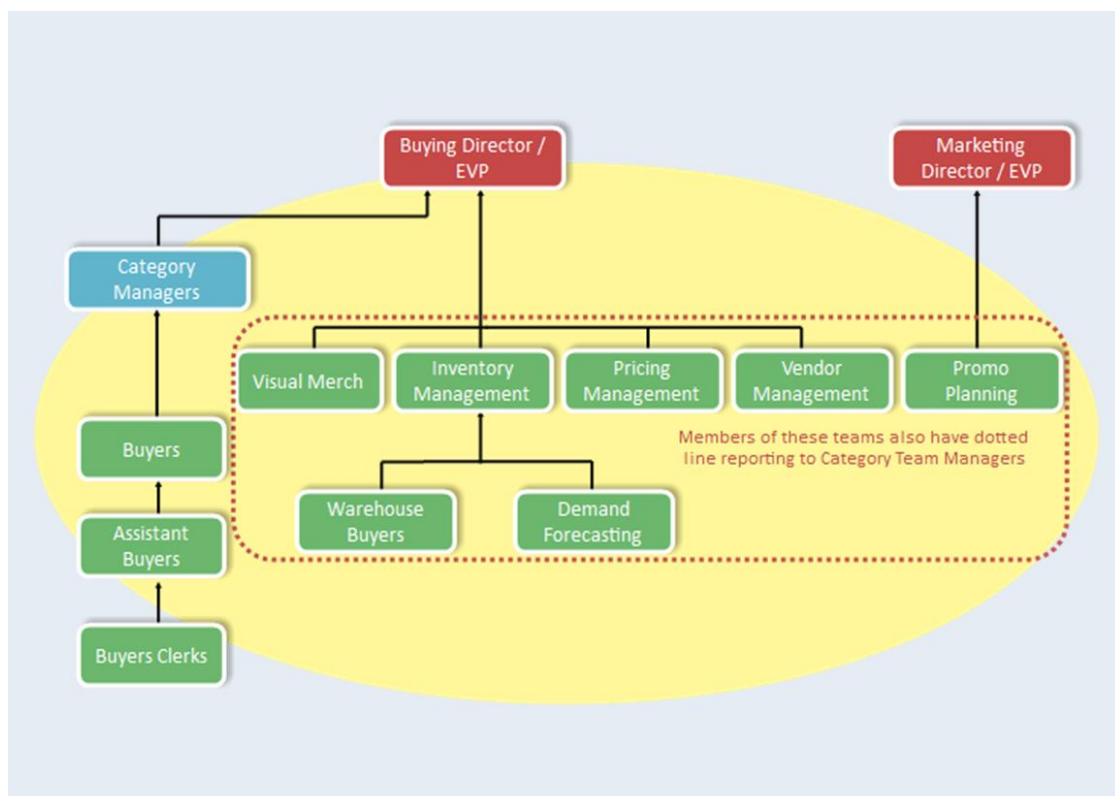


Category Management Retailers

Buying and Merchandising in a Category Management Organization

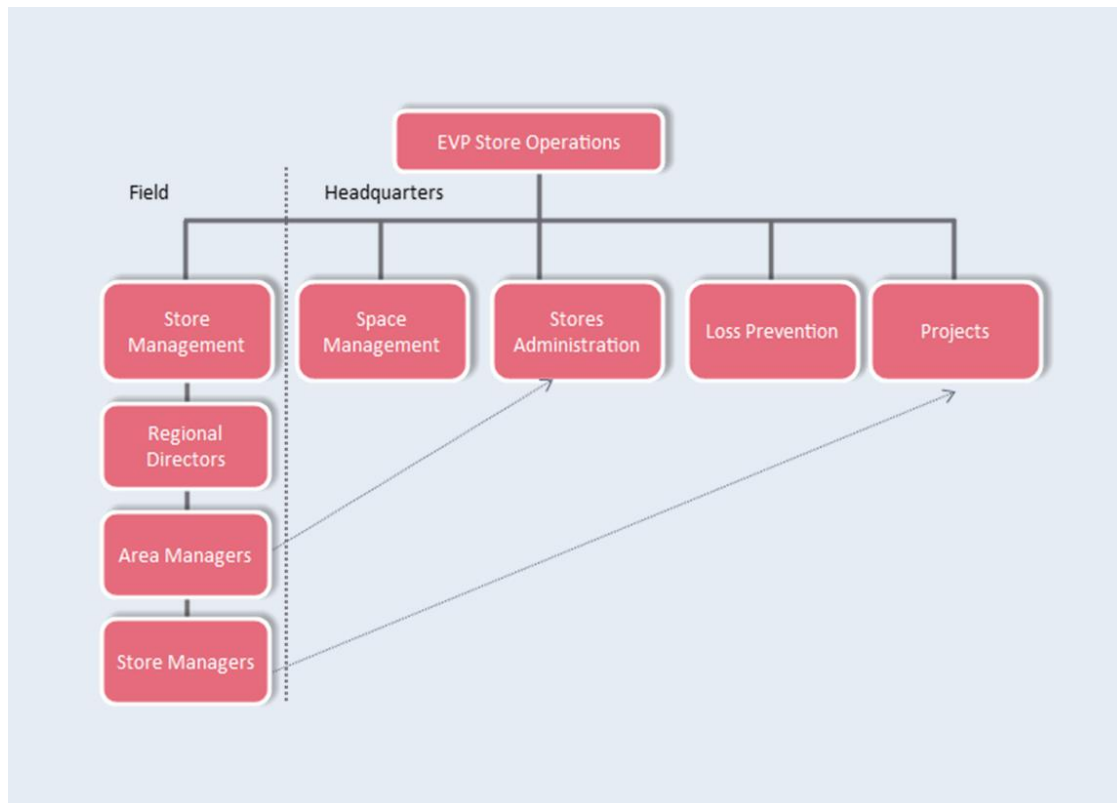


Retailer Category Management Virtual Organization

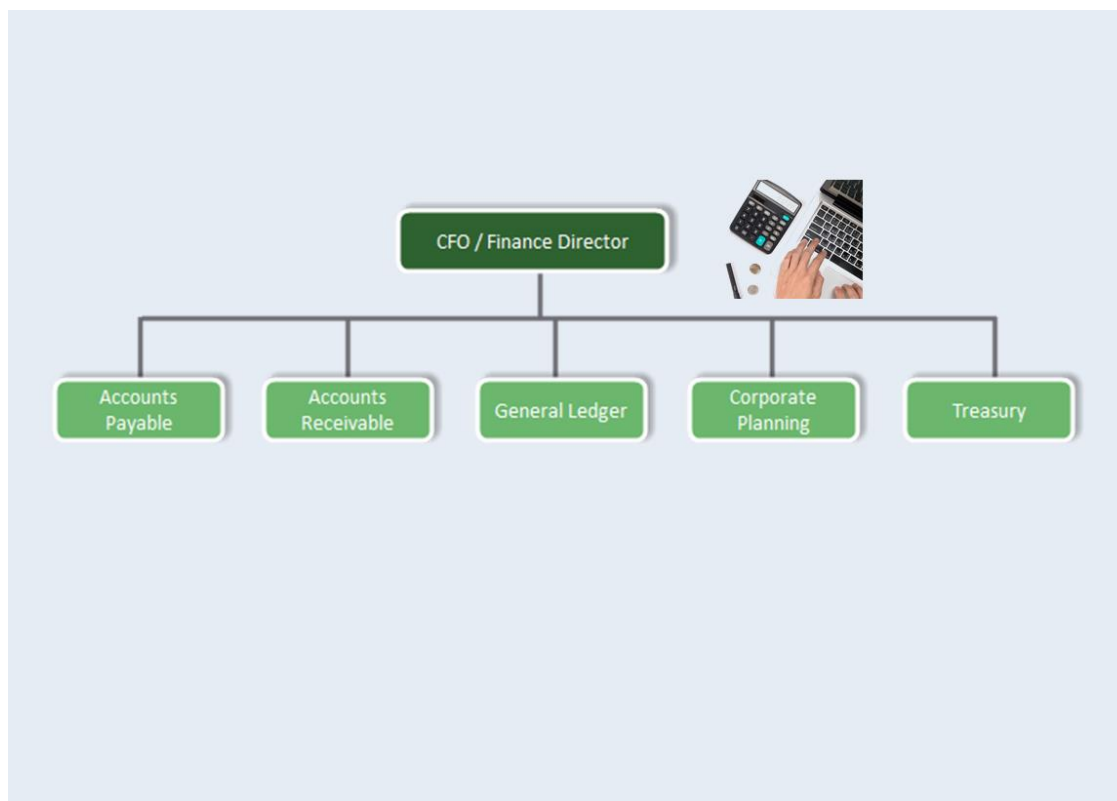


Both Category Management and Merchandise Management Retailers

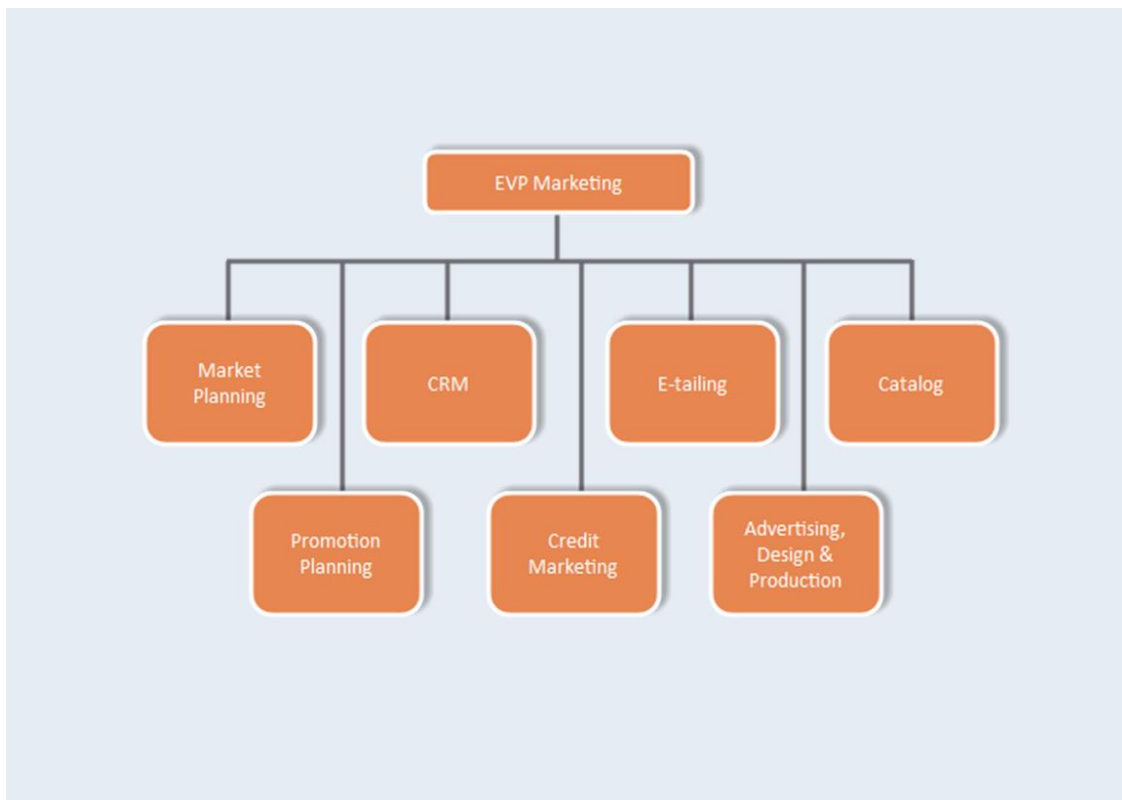
Store Operations



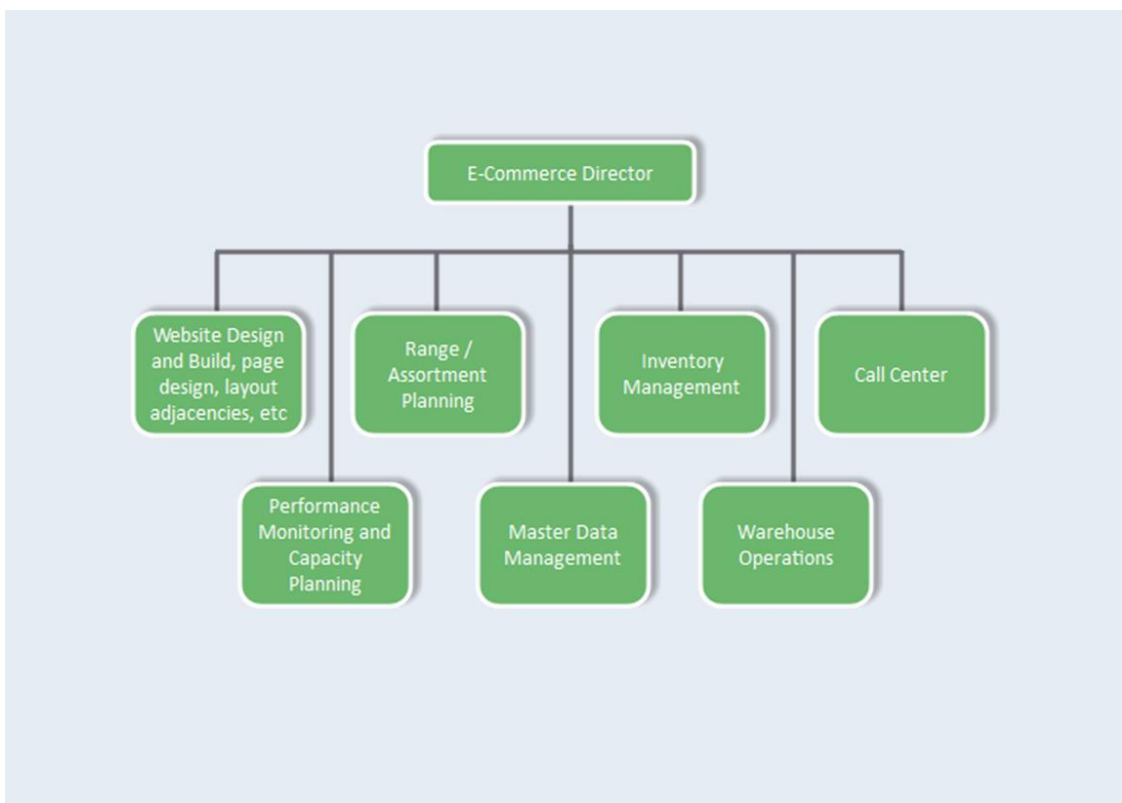
Finance



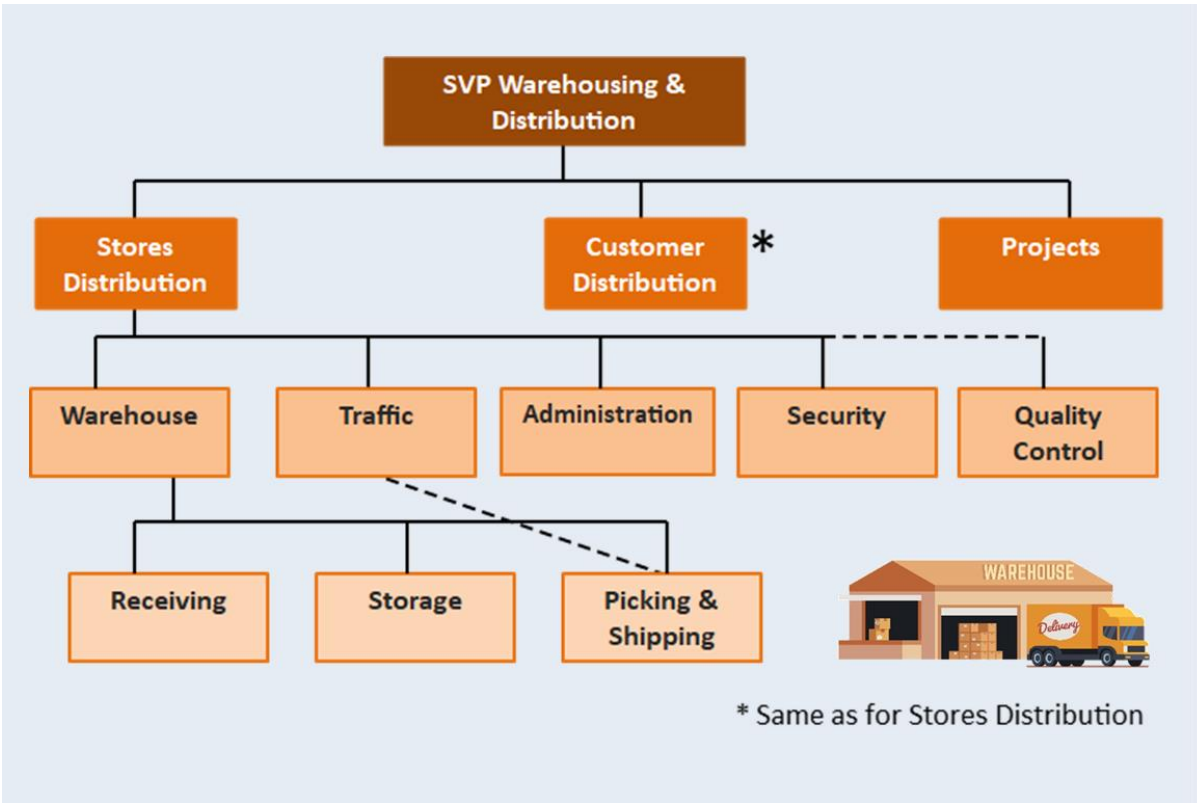
Marketing



E-commerce



Warehouse and Distribution Structure



IT

