



# The Profit Challenge

part of First Friday's Challenge Series

presented by Numensa Retail Consulting



The Profit Challenge is an interactive and collaborative team-based workshop packed with activities designed to improve profit-related decision-making within a pressurised retail environment

A one-day workshop for up to 16 delegates

First Friday's unique Profit Challenge helps individuals and teams understand how they can have a positive impact on delivering profit within a retail environment.

Teams explore what profit levers are and how they influence profitability, before learning how retailers typically define and calculate profit.

Facilitators with extensive commercial retail expertise and experience guide teams through a series of decision-making exercises, scenarios and challenges that highlight how every decision, no matter how small, can affect overall profitability.

Feedback and critique from fellow delegates and facilitators alike enables each person to take away tangible actions and apply learning on-the-job.

"This workshop really helped me to see how important my role is, as I can see how I impact the profit of my department."

"It was amazing to explore how even small decisions can make a big difference to profitability when you roll them up!"

## Workshop objectives

This workshop helps delegates to:

- Describe the key profit levers and understand how each one influences profitability
- Understand how their own decisions can directly impact profitability
- Identify personal actions within role which can positively impact profitability
- Recognise the importance and value of working as a team to improve profitability

## Audience

This workshop is suitable for:

- All roles and levels within a commercial team including buyers, merchandisers and category managers
- All roles and levels within support functions who work closely with commercial teams such as marketing, design, IT, finance, store operations, visual merchandising, finance and supply chain

The Profit Challenge works equally well as a stand-alone workshop, as part of First Friday's Challenge Series, or within a wider learning and development curriculum.



To book or for further details and prices please contact: **Email** [info@numensa.com.au](mailto:info@numensa.com.au) **Phone** +61 3 9531 6520

First Friday is the leading training & development and change management business with over 100 retail clients across Europe and South Africa. Numensa Retail Consulting holds the exclusive licence to deliver this ground-breaking Challenge Series in New Zealand and Australia. <http://www.numensa.com.au>

