

VISUAL MERCHANDISING IN

BRICK-AND-MORTAR

VS

ECOMMERCE

BRAND STORYTELLING

Bring your brand to life in-store through product displays, lighting, and fixtures



Bring your brand to life online through colors, fonts, and product photos.



VISUAL FOCAL POINT

Place the most important merchandise at the center of the store



Place key banners and product photos at the top of the fold, right at the center of the page to drive focus



NEGATIVE SPACE

For high-end retail, display fewer on the shelves and in window displays and have more space between items

For discount retail, showcase many products on your shelves and window displays



For high-end retail, use plenty of negative space on product pages and photographs

For discount retail, showcase many products on a single page.



COLORS

Understand the meaning and psychology behind various colors, and use them in your window displays, signage, decor, etc.

Consider your brand colors as well as seasonal tones and use them in your store's design elements, including your displays, fixtures, decorations, etc.



Tap into color psychology to determine what colors to use for your banners, text, buttons, and other elements of your website.

Ensure that your brand colors and any seasonal tones are also used in the site's design elements, including images, text, etc.



PRODUCT GROUPING

Display products on the sales floor according to category, department, or shopper intent

SALE

Display product groupings or categories on your navigation bar



CROSS MERCHANDISING

Display relevant and complementary products together



Add sections to your product pages showcasing similar items



Merchandise Presentation Style Guide

Judith A. Bell



Merchandise Presentation Style Guide:

Merchandise Buying and Management John Donnellan, 2013-09-12 Covers topics that are important to aspiring retail buyers and store management personnel with responsibilities for managing retail sales and inventories *Promotion in the Merchandising Environment* Kristen K. Swanson, Judith C. Everett, 2015-09-24 The third edition of *Promotion in the Merchandising Environment* explains the process of promotion and describes the promotion tools available for creating successful campaigns This edition focuses on the comprehensive nature of promotion in the merchandising environment of fashion and related goods emphasizing online retailing interactive and social media and the overall impact of the technology on all areas of promotion Swanson and Everett combine coverage of print and broadcast media in a traditional media chapter with greater emphasis on the rise of digital media in retail advertisement and promotion With updated examples of retail advertisement and promotion activities and concepts in each chapter plus new full color artwork throughout the book readers will gain a full understanding of how to create a successful promotion campaign for retail merchandising products New to This Edition Updated chapter opening vignettes and supporting color images of current and timeless examples New Chapter 3 Tools of Creativity explains how the principles and elements of design are used in promotional activities and illuminates the creative relationship between the fashion retailer and advertising agencies New Chapter 8 Digital Media covers interactive online retailing and social media such as Facebook Twitter Instagram and Pinterest and the overall impact of the internet on all areas of promotion 60% new photos and advertisements plus updated charts and graphs New illustrated case study boxes in each chapter Ethical Issues and Social Impact sidebars throughout chapters Streamlined coverage from 17 to 14 chapters makes text more concise **Silent Selling** Judith A. Bell, 2022-01-01 Capturing the direction and evolution of today's retail industry *Silent Selling Best Practices and Effective Strategies in Visual Merchandising* 6th Edition is a blend of practical and creative problem solving activities to carry students well beyond the basics of visual merchandising Readers gain an understanding of experts recent discoveries and learn valuable techniques while being encouraged to think outside the box The author Judy Bell covers not just apparel display but also grocery and food services and non traditional retailing environments This book covers everything from eye catching color arrangements to lighting to the importance of signage Visual merchandising careers are also discussed [Guide to Fashion Merchandise Knowledge](#) Ruth Tolman, 1973 **Fundamentals of Merchandise Presentation** Robert Colborne, 1982 [Silent Selling](#) Judy Bell, Kate Ternus, 2017-08-10 This all inclusive approach to best practices in visual merchandising includes a new Creative Challenge chapter feature offering experiential tools to deepen students understanding of the material plus full page color photographs of the latest retail concept stores *Field Visual Merchandising Strategy* Paul J. Russell, 2015-01-03 The retail sales floor has become a battlefield each brand is fighting for the same customer and wants to ensure their merchandise is on the sales floor sized folded hung and presented properly *Field Visual Merchandising Strategy* is a comprehensive guide to

developing and executing a national field merchandising strategy covering key areas such as developing a strategy how to go about selecting the right merchandising service organization team training merchandising standards planograms and launching the strategy Ideal for retail marketers visual merchandisers merchandising managers and brand managers Field Visual Merchandising Strategy uses examples and case studies from a range of shops from fashion emporia to small outlets to provide real world insight on how strategic visual merchandising works

The Business of Media Distribution Jeff Ulin, 2013-10-15 First published in 2013 Routledge is an imprint of Taylor Francis an informa company

Silent Selling Judith A. Bell, 1988

Fashion Merchandising: a Suggested Program Guide Fashion Institute of Technology (New York, N.Y.), 1973

Dictionary of Retailing and Merchandising Jerry M. Rosenberg, 1995-09-08 Containing over 6000 definitions this reference work covers the terminology used in every segment of the retailing industry from shipping and receiving to marketing and advertising

United States Economist, and Dry Goods Reporter, 1913

Men's Wear-Chicago Apparel Gazette Edition, 1927

The Haberdasher, 1928

Principles of Organization Applied to Modern Retailing Paul Myer Mazur, Myron Samuel Silbert, 1927

Dry Goods Merchants Trade Journal, 1927

Retail Store Planning & Design Manual Michael J. Lopez, 1995-08-04 The wide range of topics covered as well as detailed insight make Retail Store Planning Design Manual a welcome teacher or reminder for anyone concerned with the industry Visual Merchandising and Store Design on the First Edition Now one of the nation's most respected and sought after retail store design specialists tells you what he knows about the art and science of retail planning design and remodeling An indispensable tool of the trade that no practicing designer will want to be without it supplies you with More than 370 professional diagrams and illustrations of store layouts and design elements 120 forms to help you more efficiently manage all phases of planning budgeting scheduling and construction Innovative lighting design techniques and color schemes that promote sales Practical guidelines on every aspect of managing a successful retail store design firm Special chapters on budgeting cost control and planning for maximum ROI In depth coverage of the state of the art CAD technology for store planning and design And much more Retail store design is one of today's most challenging and rewarding interior design specialties Creating a total store environment that is beautiful practical and profitable and that reflects the client's vision of the store and its position in the marketplace requires an assortment of talents The successful store planner must combine imagination business sense and an understanding of buyer psychology with a thorough knowledge of materials and current design and construction trends This comprehensive nuts and bolts guide to virtually every aspect of store planning and design was written by one of North America's most accomplished retail store designers and design educators Michael J Lopez shares with you the fruits of his 30 years of experience in planning designing and remodeling retail establishments both large and small Here are just a few of the outstanding features that make Retail Store Planning Design Manual Second Edition an indispensable working resource for practicing designers and an excellent learning tool for design students More than 370 professional diagrams and

illustrations of store layouts and design elements including merchandising presentation systems and techniques free standing fixtures hardware and accessories display racks column treatments fitting rooms decor sections and much more 120 standard and original forms that you can use to help you more efficiently manage all phases of planning budgeting scheduling and construction New chapters offering in depth coverage of retail store lighting budgeting planning for maximum ROI and the role of computer aided design in store planning A gold mine of expert tips and guidelines on managing a successful retail design firm from bidding and contract negotiations the client planner relationship and marketing your services to budgeting and cost control project scheduling bookkeeping insurance and more 18 appendixes on special store design topics written by leading store designers and planners and store planning professors Retail Store Planning Design Manual Second Edition is sure to become the most frequently consulted resource in your working library Journal of Business ,1930 **Fashion Merchandising and Marketing** Marian H. Jernigan,1990 Fashion Merchandising and Marketing provides an overview of all the enterprises involved in the design production distribution and selling of such fashions oriented merchandise as apparel accessories cosmetics and home furnishings Designed for introductory courses this text covers both theoretical and practical concepts helping students prepare for a variety of careers *American Shoemaking* ,1963

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