



Inventory DNA

Inventory Management for Retail Profitability

Effective inventory management is more than just keeping shelves stocked – it's about maximising profitability, optimising cashflow, and making smarter, data-driven decisions. This course provides the foundational knowledge and practical tools to improve inventory performance and support business growth.

Course overview

- **The Role and Purpose of Inventory Management** - Understand what inventory management is, its core objectives, and why it's critical to business success.
- **The True Cost of Inventory** - Learn about the direct and hidden costs associated with holding and managing stock.
- **Inventory's Impact on Profitability** - Discover how inventory levels and decisions directly affect your bottom line.
- **Key Inventory Metrics** - Learn how to calculate and apply stock turn and days forward cover to track performance.
- **Inventory and Cashflow** - Explore how inventory ties up cash and how better management can unlock working capital.
- **Gross Margin Return on Inventory (GMROI)** - Understand and apply GMROI to assess inventory productivity and make informed purchasing decisions.
- **Managing Seasonal Inventory** - Use sell-through rates and sell-through curves to forecast demand and reduce seasonal waste.
- **Balancing Order Quantities** - Weigh economic order quantities (EOQ) against minimum order quantities (MOQ) to optimise stock levels.
- **Minimising Out-of-Stocks** - Identify root causes of out-of-stocks and implement strategies to prevent lost sales.
- **Handling Obsolete and SLOB Stock** - Understand the impact of obsolete and slow-moving inventory, and how to minimize it effectively.
- **Strategic Inventory Decision-Making** - Use a combination of gross margin and stock turn data to make high-impact inventory choices.