
Crocus Plains Regional Secondary School
Retailing Perspectives 30S
Course Outline
2026/2027

Course Title: Retailing Perspectives 30S

Teacher: B. Speight

Course Description: Retailing Perspectives helps students gain an understanding of retailing from both a theoretical and a practical approach. This course provides insight on the various types of retail establishments and forms of ownership. It emphasizes the retailing operations of both a physical and an online environment. Retailing Perspectives focuses on the financially sustainable strategies retailers use to appeal to consumers. This course is designed for students interested in managing or owning their own retailing establishment. It is, however, relevant to all students, since, as consumers, they experience retailing as part of their daily lives.

General Learning Outcomes:

- GLO 1.1: Describe critical, creative, and innovative thinking.
- GLO 2.1: Employ current and emerging technologies used in business and industry.
- GLO 2.2: Demonstrate awareness of digital footprints.
- GLO 3.1: Demonstrate business communication skills.
- GLO 4.1: Demonstrate an understanding of ethical and legal standards.
- GLO 5.1: Identify historical influences as innovative sources for business.
- GLO 5.2: Analyze emerging trends in business.
- GLO 6.1: Demonstrate awareness of sustainability in business.
- GLO 7.1: Demonstrate an understanding of the impact culture and diversity have on business.
- GLO 8.1: Describe and demonstrate employability skills.
- GLO 9.1: Explore education and career opportunities.
- GLO 10.1: Analyze the role of business in society.
- GLO 12.1: Demonstrate awareness of sustainability in business.
- GLO 12.2: Demonstrate an understanding of inventory management.
- GLO 12.3: Demonstrate an understanding of pricing.
- GLO 12.4: Demonstrate an understanding of customer service.
- GLO 12.5: Demonstrate an understanding of sales techniques.
- GLO 12.6: Demonstrate an understanding of store image, layout, and design.
- GLO 12.7: Demonstrate an understanding of human resource management.

- GLO 12.8: Apply retailing principles and concepts to a business.

Evaluation Format:

Course Work and Assessments	75%
Employability Skills	5%
Final Assessment	20%

Educational Expectations

1) Respect

- Students will respect one another, the school's property, and the teacher. In turn, the teacher will respect the students.

2) Responsibility

- Each student will take ownership and responsibility for his or her own actions. Students have the responsibility for being punctual, completing his or her schoolwork, and submitting assignments in 'on time'. Extensions **may** be considered depending on the circumstances.
- "Deadlines are set after making sure a sufficient amount of time is given to provide the student with the opportunity to demonstrate the knowledge, skills, attitudes, and behaviours being assessed. It is also important for the parent and student to realize that deadlines are set so an accurate assessment can be taken to reflect how well the student's knowledge is being retained and their skills developed throughout the course at varying intervals." **(Success For All Learners Document – Department of Education)**

3) Teamwork

- Students will work, 'as a team' to accomplish team goals rather than focusing on individual goals. If a student is finished his or her schoolwork early, then he or she can assist other students who may need assistance.

4) Productivity

- Every student must utilize class time to complete the assigned work. Sufficient class time will be given to complete class assignments, projects and tests.
- Microsoft Teams will be used for course content and communication.
- Cell phone provincial policy will be followed.

5) Punctuality

- Students are expected to be punctual and attend all classes. Any absences are to be excused by the student's parent(s) or guardian(s).
- If you miss a class or classes, it is your responsibility to find out what work you missed.

6) Plagiarism

- Students are expected to be “doing their own work, following timelines, and giving credit when they borrow the ideas of others.” (**Provincial Assessment Policy**)
- Copying from another student or from the internet will not be tolerated.

7) Assessment

- Student’s progress can be monitored through PowerSchool. Students and parents/guardians are encouraged to check their marks regularly.
- Assignments are to be handed in on time.

I want students to be successful, so I am providing extra help to students outside of class as well as during regular class time. I’m available for extra help at noon hour or after school. There is also an opportunity for peer tutoring at these times.

I will be checking daily work completed by the students on a regular basis. It is extremely important that the students complete the daily work, so they are prepared for the unit tests. If parents have any questions or concerns, they should feel free to contact me at (204) 729-3900 or speight.brock@bsd.ca. I believe that when teachers, students and parents work together as a team, students have a much better chance of academic success.