

**FCS 463 Merchandising Control**  
**3 hours credit**  
**Spring 2008**

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| <b><u>LOCATION:</u></b>            | Room 201, Academic Building 2  |
| <b><u>CLASS MEETING TIMES:</u></b> | 10 a.m. – 11:00 a.m., Monday, Wednesday, Friday  |
| <b><u>INSTRUCTOR:</u></b>          | Janis H. White, Ph.D., CFCS  |
| <b><u>OFFICE LOCATION:</u></b>     | Room 221, AB2  |
| <b><u>CONTACT INFORMATION:</u></b> | Telephone: 936.294.1184 (24-hour voice mail)<br>E-mail: <a href="mailto:jwhite@shsu.edu">jwhite@shsu.edu</a><br>FAX Number: 936.294.4204 |
| <b><u>OFFICE HOURS:</u></b>        | Monday, Tuesday, & Wednesday: 8:30 - 9:30 a.m.<br>Thursday: 9:00 - 11:00 a.m.<br>Friday only: 2:00 - 3:00 p.m.                           |

**COURSE DESCRIPTION:** Techniques of merchandise control including retail mathematics involved in markup, markdown, stock control, open-to-buy, inventory control, pricing and financial statements are studied. Consideration is given to managerial decisions based on the mathematical information encountered in retailing. This course is a prerequisite for FCS 469 Internship. Consent of instructor is required if student has not completed FCS 371 and ACC 231. This course will include lecture, student discussions, and student participation in problem solving. Homework problems will be assigned and will serve as a basis for class discussions. Progress throughout the course will be contingent upon the class's grasp of the material.

**COURSE OBJECTIVES:**

Merchandise control is essential in fashion retailing. This course involves computation of mark-up, markdown, open-to-buy, maintained mark-up, and pricing. Upon the completion of this course, the student should be able to:

1. identify terms of purchase.
2. compute on percentage and the single-discount equivalent.
3. identify discounts and terms of dating.
4. compute individual mark-up in dollars or percent based on cost or retail.
5. compute cumulative mark-up, initial mark-up, maintained mark-up, and relate those items to gross margin.
6. apply stock turnover rate to merchandise control.
7. calculate open-to-buy dollars.
8. perform basic mathematical computations frequently performed in merchandising.
9. assess management decisions based on numerical information.

**TEXT:** Easterling, Flottman, Jernigan, & Wuest. *Merchandising Mathematics for Retailing*, 4<sup>th</sup> Ed., 2007.

**ATTENDANCE POLICY:** Regular and punctual attendance is expected. Each student is allowed three absences during the semester before there is an effect on the class participation grade. For each absence beyond the first three, five points will be deducted from the class participation grade (see “Grading Plan” below). It is recommended that you save these allowed absences for possible illnesses, funerals, etc. There is no need to call and explain why you are absent.

**GRADING PLAN:**

|                                     |                   |
|-------------------------------------|-------------------|
| Weekly quizzes (9 @ 20 points each) | 180 points        |
| Exams (2 @ 100 points each)         | 200 points        |
| Homework/daily grade                | 120 points        |
| Trip to the Dallas Apparel Mart     | 100 points        |
| Final Exam                          | <u>100 points</u> |
| Total possible points               | 700 points        |

Grading scale:   90 - 100% = A  
                      80 - 89 % = B  
                      70 - 79 % = C  
                      60 - 69 % = D  
                      0 - 59 % = F

**STUDENT SYLLABUS GUIDELINES:** Students may find online a more detailed description of some of the policies listed below. The guidelines cited in this web link provide a more detailed account; a reference to the web link will be provided to the applicable sections: <http://www.shsu.edu/syllabus/>.

**ACADEMIC DISHONESTY:** All students are expected to engage in all academic pursuits in a manner that is above reproach. Students are expected to maintain complete honesty and integrity in academic experiences both in and out of the classroom. Any student found guilty of dishonesty in any phase of academic work will be subject to disciplinary action. The University and its official representatives may initiate disciplinary proceedings against a student accused of any form of academic dishonesty including, but not limited to, cheating on an examination or other academic work which is to be submitted, plagiarism, collusion, and the abuse of resource materials. It is the expectation that all cell phones, backpacks, and purses WILL BE placed at the front of the room during exams and quizzes. For additional information, please refer to the Student Syllabus Guidelines web link cited above.

**POLICIES AND PROCEDURES:**

1. There will be one make-up exam at the end of the semester at a time to be announced at the end of the semester. Students must produce appropriate documentation (such as a doctor’s signed note for illness or a funeral or obituary notice that lists you as a

- survivor of the deceased) before the make-up exam can be administered.
2. Homework assignments are due at the beginning of the class period for which they are assigned. Late homework assignments will not be accepted. Each homework assignment not completed will result in a loss of 5 points on the homework/daily grade, and homework assignments are graded according to whether the homework was attempted. Students must show their work on homework, quizzes and exams; answers alone do not count! Homework problems must be written legibly.
  3. Quizzes must be taken on the day that they are given. No make-ups are allowed for quizzes. These quizzes are given so that students will keep up with the material and not postpone studying until the “last minute.”
  4. When working problems for quizzes and exams, students must show all of the steps in the work in order to receive credit.
  5. All assignments must be completed and turned in to the professor before the final exam can be taken (*Undergraduate Catalog*, p. 74).

**VISITORS IN THE CLASSROOM:** Only registered students may attend class. Exceptions can be made on a case-by-case basis by the professor. In all cases, visitors may not present a disruption to the class by their attendance. Students wishing to audit a class must apply to do so through the Registrar's Office. For additional information, please refer to the Student Syllabus Guidelines web link cited above.

**STUDENTS WITH DISABILITIES POLICY:**

It is the policy of Sam Houston State University that no otherwise disabled individual shall, solely by reason of his/her handicap, be excluded from the participation in, be denied the benefits of, or be subjected to discrimination under any academic or Student Life program or activity. Disabled students may request help with academically related problems stemming from individual disabilities from their instructors, school/department chair, or by contacting the Chair of the Committee for Continuing Assistance for Disabled Students and Director of the Counseling Center, Lee Drain Annex, or by calling (936) 294-1720. NOTE: No accommodation can be made until the student registers with the Counseling Center.

**STUDENT ABSENCES ON RELIGIOUS HOLY DAYS POLICY:**

Students are allowed to miss class and other required activities, including examinations, for the observance of a religious holy day, including travel for that purpose. Students remain responsible for all work. For additional information, please refer to the Student Syllabus Guidelines web link cited above.

*Tentative Calendar for FCS 463*  
**Spring 2008**

|                          |  |
|--------------------------|--|
| Wednesday, January 16    | Introduction to course, requirements                                 |
| Friday, January 19       | Chapter 1 <b>**Basic Arithmetic Pretest**</b>                        |
| Monday, January 21       | <b>Martin Luther King Holiday – Please drive carefully!!</b>         |
| Wednesday, January 23    | Chapter 2  |
| Thursday, January 24     | Departmental Meeting   |
| Friday, January 25       | Chapter 2, cont'd  |
| Monday, January 28       | Chapter 2, cont'd <b>**Quiz #1**</b>                                 |
| Wednesday, January 30    | Chapter 3  |
| Thursday, January 31     | <b>Internship Meeting at 3:30 p.m., Room 302, AB2</b>                |
| Friday, February 1       | Chapter 3, cont'd  |
| Monday, February 4       | Chapter 3, cont'd <b>**Quiz #2**</b>                                 |
| Wednesday, February 6    | Chapter 4  |
| Friday, February 8       | Chapter 4, cont'd  |
| Monday, February 11      | Chapter 4, cont'd <b>**Quiz #3**</b>                                 |
| Wednesday, February 13   | <b>Houston FGI Career Day at U of H Hilton Hotel</b>                 |
| Friday, February 15      | Chapter 4, cont'd  |
| Monday, February 18      | <b>**MAJOR EXAM #1** (Chapters 1-4)</b>                              |
| Wednesday, February 20   | Chapter 5  |
| Friday, February 22      | Chapter 5, cont'd  |
| Monday, February 25      | Chapter 5, cont'd <b>**Quiz #4**</b>                                 |
| Wednesday, February 27   | Chapter 5, cont'd  |
| Friday, February 29      | Chapter 5, cont'd <b>**Quiz #5**</b>                                 |
| Monday, March 3          | Chapter 6  |
| Wednesday, March 5       | Chapter 6, cont'd  |
| Friday, March 7          | Chapter 6, cont'd <b>**Quiz #6**</b>                                 |
| Mon. – Fri., March 10-14 | <b>Spring Break – PLEASE DRIVE CAREFULLY!!</b>                       |
| Monday, March 17         | Chapter 6, cont'd  |
| Wednesday, March 19      | <b>**MAJOR EXAM #2** (Chapters 5-6)</b>                              |
| Friday, March 21         | <b>Good Friday Holiday – Please drive safely!!</b>                   |
| Monday, March 24         | Chapter 7  |
| Wednesday, March 26      | Chapter 7, cont'd  |
| Friday, March 28         | Chapter 7, cont'd <b>**Quiz #7**</b>                                 |
| Monday, March 31         | Chapter 7, cont'd  |
| Wednesday, April 2       | Chapter 7, cont'd  |
| Thursday, April 3        | <b>Spring Reception Honoring Graduating Srs., Scholarships, etc.</b> |
| Friday, April 4          | Chapter 8  |
| Monday, April 7          | Chapter 8, cont'd  |
| Wednesday, April 9       | Chapter 8, cont'd <b>**Quiz #8**</b>                                 |
| Friday, April 11         | <b>Dallas FGI Career Day, World Trade Center</b>                     |
| Monday, April 14         | Chapter 8, cont'd  |
| Wednesday, April 16      | Chapter 8  |
| Friday, April 18         | Chapter 9  |
| Monday, April 21         | Chapter 9, cont'd  |
| Wednesday, April 23      | Chapter 9, cont'd <b>**Quiz #9**</b>                                 |
| Friday, April 25         | Chapter 9, cont'd  |
| Monday, April 28         | Chapter 9, cont'd  |
| Wednesday, April 30      | Chapter 9, cont'd  |
| Friday, May 2            | Chapter 9, cont'd  |
| Monday, May 5            | Case Study, p. 339   |
| Wednesday, May 7         | Review for Final Exam  |
| Friday, May 9            | <b>Final Exam STUDY DAY</b>  |
| Monday, May 12           | <b>**FINAL EXAM, 11:00 A.M. – 1:00 P.M.**</b>                        |