**ADV. FASHION MERCHANDISING AND RETAILING ESSENTIALS**

**Ms. Keidrian R. Cofer**

**Course Syllabus 2024-2025**

**Course Description**

Fashion, Merchandising and Retailing is the third course in the Fashion, Merchandising and Retail Management Career Pathway and focuses on the application of knowledge and the performance of key skills required in a retail environment. Students will develop skills necessary for managing the following elements: pricing, visual merchandising, advertising, special promotions, professional sales, and customer service. In order to increase the number of application experiences, students should participate in (1) Work-Based Learning (WBL) activities in the classroom and perhaps in a formal WBL Program; (2) DECA Career and Technical Student Organization competitive events that are directly aligned with course standards and (3) a School-Based Enterprise. The prerequisite for this course is Marketing Principles and FMR. Third year pathway students will take the EOPA and be eligible for an honor upon completion with an 85 average overall.

**VARIOUS ONLINE RESOURCES**

**Unit/Concept Names**

|  |  |  |
| --- | --- | --- |
| **Unit #** | **Unit Title** | **Timeframe (Suggested)** |
| **1** | **Preparing for Work in the Fashion Industry** | **Ongoing** |
| **2** | **The Evolution of Fashion** | **Weeks 1-4** |
| **3** | **Merchandising Decisions** | **Weeks 5-7** |
| **4** | **Fashion/Retail Industry Laws** | **Week 6-10** |
| **5** | **Fashion Economics** | **Week 11-13** |
| **6** | **Developing A Budget & Merchandise Plan** | **Weeks 14-16** |
| **7** | **Utilizing Data To Aid In Business Decisions** | **Weeks 17-18** |
| **8** | **What’s In Stock?** | **Weeks 19-20** |
| **9** | **Choosing The Best Fashion Styles** | **Weeks 21-25** |
| **10** | **Communicating With Clientele (Selling)** | **Weeks 26-29** |
| **11** | **Visual Merchandising Presentations** | **Weeks 30-33** |
| **12** | **Efficient Distribution System** | **Weeks 34-36** |

**Major Course Projects and Instructional Activities**

At least one project will be assigned each grading period. This will be an extension or enrichment of the concepts discussed. Students will have 1 to 3 weeks to complete each project depending on the complexity of the task. Some tasks and/or projects will be completed in class (specifically the unit culminating tasks – these MUST be completed in class only).

**Course work/Classwork**

Students will receive a variety of assignments designed to enhance their learning. If a student is absent, the student is responsible for the missed assignment.

Students are expected to submit work on time. Doing so exhibits pride in producing quality work and fulfilling student responsibility. This work habit is a behavior that supports academic achievement and demonstrates characteristics from our Richmond County School System Profile of a Graduate. Late work can negatively impact learning and your ability to demonstrate mastery of the standards.

When the assignment calls for students to produce original work, students will not use Artificial Intelligence (AI) to generate the assignment for them. Assignments are given to help students learn and demonstrate what they know. While there may be appropriate times for students to use AI during the learning process, using AI to generate original work in place of the student completing the work, is considered

Academic Dishonesty and can be punished according to the rules outlined in the Code of Conduct.

*See RCBOE IHA-R Grading Practices*

**Late Work (Grading Policy- See RCBOE IHA-R Grading Practices)**

Students may have their scores reduced by 5% per school day for a 25% maximum reduction (five school days). ***Late work submitted after the fifth school day will only be accepted at the teacher’s discretion.***

**Make-Up Work (Grading Policy)**

Students are expected to make-up assignments and assessments that were missed due to absence from

school. Students are responsible for asking teachers for the make-up work upon returning to class.

Make-up work should be completed by the student within the time specified by the teacher **[Insert your specific procedural guidance here].**

**Evaluation (Grading Policy)**

* Minor Grades (Quizzes, Class work, Graded Writing Assignments, Group Work, etc.)
* Major Grades (Unit & Chapter Test, Projects, Tasks)

**Relearn and Reassess Plan**

For any major assessments, students will have the opportunity to submit a relearning plan for parent and teacher approval. Upon satisfactory completion of the plan, as determined by the teacher, students will be given a minimum of **ONE** opportunity to be reassessed. Only students scoring below 70 on a major assessment can complete a relearning plan unless exempted with parent approval.

Reassessments may be different from the original.

The reassessment score will replace the original score (the scores will not be averaged).

Reassessments should be completed **within 7 school days** of receiving the original grade. Teachers should have discretion to extend the timeline to address extenuating circumstances.

*See teacher class page for Relearn/Reassess*

**Classroom Procedures & Expectations**

The overarching expectation in this class is to represent WAR (W, Accountable, Respectful)

Below are the expectations for how to W.A.R. in class!

|  |  |
| --- | --- |
| **Wholehearted** | * **Commit to doing quality work** |
| **Accountable** | * **Commit to the responsibility of turning in your work** |
| **Respectful** | * **Commit to treating your teachers and classmates as you’d want to be treated** |

**Course Materials**

\* 3” 3-ring Binder \* 1 Package of Dividers (5 Total)

\* 1 - Composition Notebook \* Pencils (mechanical pencils preferred)

\* Handheld pencil sharpener \* Highlighters

\* Loose Leaf Paper \* (6) two pocket plastic folders w/ 3 holes

\* Coloring Utensils (crayons, coloring pencil, or markers)

**My contact information:**

Email: yourname@boe.richmond.k12.ga.us

Remind messages:

**Resources:**

www. Mathia.com

iReady.com

To sign up for class reminders, please visit: TBA

**Student Contract:** I understand that all work should be completed on time. I understand that my teacher may deduct five points per day and communicate this in my Infinite Campus gradebook. I also understand that work turned in after the learning has occurred may not be graded (no more than 5 school days from the due date). I understand that using Artificial Intelligence to complete assignments where I am asked to produce original work will be considered Academic Dishonesty.

Student Signature: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Date:\_\_\_\_\_\_\_\_\_\_

**Parent Contract:** I understand that my child is expected to complete assignments on time. I will

remain in communication with my child’s teacher and monitor missing and late work as noted in Infinite Campus Parent Portal. If my child continues to submit work late, I understand that a parent-teacher conference will be needed to co-develop a plan of action. I understand that my child should not use Artificial Intelligence to complete assignments where students are asked to produce original work.

Parent Signature:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Date:\_\_\_\_\_\_\_\_\_\_\_