Co-Instructors: Dr. Kittichai Watchravesringkan  
Ms. Mon Thu Min, Ph. D Student  
E-mail: k_watchr@uncg.edu and mamyin@uncg.edu  
Phone: 336-256-2474  
Meeting time: T and Th: 11:00 a.m. – 12.15 p.m.  
Room: Eberhart Building 284  
Office: Stone 202  
Virtual office hours: Dr. Tu: T and Th: 12.15 p.m. – 1.00 p.m. and by appointment  
(Zoom) Ms. Myin: M and W: 11.30 a.m. – 12.30 p.m.

Prerequisites:  
1. MATH 115 (College algebra) and  
2. CRS 231 (Introduction to Apparel and Related Industries)

Description: Development of merchandising policies and procedures used in retailing with emphasis on merchandising mathematics.


Other materials: Regular display or scientific calculator (graphing calculators not allowed during examinations)

Course objectives:  
1. Be familiar with basic retail accounting forms, terms, and equations used for merchandise buying procedures.
2. Understand how to use and interpret terminology employed in merchandising buying and selling procedures.
3. Be able to solve mathematical problems simulating actual retail experiences and interpret problem results.
4. Understand the role of merchandise assortment and budget planning in the execution of retail merchandising policies and procedures.
5. Develop problem solving and analytical skills as related to decision-making for retail firms.

Course requirements and evaluations:

1. In-class Exams (2 @ 80 points) 160 points
2. Final Exam (Online) 100 points
3. Online Quizzes (6 @ 20 points) 120 points
4. Six-Month Merchandising Plan project 100 points
5. Homework assignments (8 @ 15 points) 120 points
6. Class attendance (+10 to –30 pts.)

TOTAL 600 points

Final grading:

Grades are based upon point accumulation, not as a percentage of possible points. Therefore, every point counts. If I graded something incorrectly, be sure to alert me so that I may give you full credit; however, do not come and argue points merely in an attempt to get a better grade. The letter grade breakdown is as follow:

<table>
<thead>
<tr>
<th>Point accumulation</th>
<th>Grade</th>
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<tbody>
<tr>
<td>600 – 558</td>
<td>A</td>
</tr>
<tr>
<td>557 – 540</td>
<td>A-</td>
</tr>
<tr>
<td>539 – 522</td>
<td>B+</td>
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<tr>
<td>521 – 498</td>
<td>B</td>
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<tr>
<td>497 – 480</td>
<td>B-</td>
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<tr>
<td>479 – 462</td>
<td>C+</td>
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<tr>
<td>461 – 438</td>
<td>C</td>
</tr>
<tr>
<td>437 – 420</td>
<td>C-</td>
</tr>
<tr>
<td>419 – 402</td>
<td>D+</td>
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<tr>
<td>401 – 378</td>
<td>D</td>
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<tr>
<td>377 – 360</td>
<td>D-</td>
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<td>&lt; 360</td>
<td>F</td>
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Examinations:

There will be three non-cumulative exams. Students are expected to take the exam on the scheduled day. If extenuating circumstances arise, you must speak with the instructor prior to the
day of the exam to determine if a make-up exam may be scheduled. Thus, **make-up exams will be given to students who have contacted the instructor prior to the exam date (at least 24 hours) and will have turned in a valid, documented excuse. Make-up exams will be given during the final week and will not be the same exam taken at the regularly scheduled time. Exams will not be given on individual request prior to the scheduled date.**

**Online Quizzes:**

There will be six (6) online quizzes given for this entire semester. **No make-up quizzes will be given.** If students miss a quiz for any reason, their quiz grade will be zero for that day.

**Six-Month Merchandising Plan Project: Due Tuesday April 27th on Canvas**

See handout

**Homework assignments:**

Homework assignments must be turned in online. Late assignments will be accepted with a **50% reduction** of the total grade for that assignment for each day late. In addition, the following system will be used to assess your performance.

- 15 points given for an assignment completed at an accuracy rate of approximately 95%;
- 14 points given for an assignment completed at an accuracy rate of approximately 90% to less than 95%;
- 13 points given for an assignment completed at an accuracy rate of approximately 80% to less than 90%;
- 12 points given for an assignment completed at an accuracy rate of approximately 70% to less than 80%;
- 11 points given for an assignment completed at an accuracy rate of approximately 60% to less than 70%;
- 10 points given for an assignment completed at an accuracy rate of approximately 50% to less than 60%; and
- 9 points given for an assignment completed at an accuracy rate of approximately 40% to less than 50%; and
- 8 points given for an assignment completed at an accuracy rate below 40%.

**Class attendance:**

Students are expected to **attend class regularly.** Attendance is taken very class period. No more than 2 absences will be acceptable without any effect on points. Students are encouraged to utilize those two class absences for religious holidays, personal emergencies such as job interviews or family/friends weddings etc. **You do not need to contact me about these absences.**

For those who have more than 2 class absences will have **a negative weight of 2 points deducted** each class absence from their final scores. However, 10 points bonus will be given to
students who have no absence throughout the entire semester and 6 points bonus for those with one class absence. However, those who have two class absences will receive no bonus points.

Class participation/discussion:
Students are expected to prepare for and participate in class (e.g., work on in-class group and individual activities, participate in class discussions, etc.).

Incomplete (for entire course):
Grades of incomplete will only be given to those students who have participated fully in the majority of the class and are under extenuating circumstances of which the instructor must be notified and provided adequate documentation of the excuse. An option to receive an incomplete will be at the discretion of the instructor. In addition, the reason for the incomplete must be verified and there must be a written agreement with the student that specifies the work to be performed and an according timetable for completion must be submitted.

Cell phones/other electronic message devices:
Cell phones and other means of electronic or outside communication are prohibited within class. Please do not bring them to class. If you feel as though you must bring them to class, be sure to turn them off so no obnoxious interruptions will occur. If a device interrupts class, the owner will be asked to leave class immediately, and, accordingly, have no proper excuse for any materials, exams, or other assignments.

Disability services:
Accommodations: UNC-Greensboro seeks to comply fully with the Americans with Disabilities Act (ADA). Students requesting accommodations based on a disability must be registered with the Office of Disability Services in 215 Elliot University Center (EUC) or call 334-5440, or visit its website at http://ods.dept.uncg.edu, ods@uncg.edu.

Academic Accommodations
The University of North Carolina at Greensboro respects and welcomes students of all backgrounds and abilities. If you feel you will encounter any barriers to full participation in this course due to the impact of a disability, please contact the Office of Accessibility Resources and Services (OARS). The OARS staff can meet with you to discuss the barriers you are experiencing and explain the eligibility process for establishing academic accommodations. You can learn more about OARS by visiting their website at https://ods.uncg.edu/ or by calling 336-334-544 or visiting them in Suite 215, EUC.
**Academic and professional standards:**

Students are expected to demonstrate high academic and professional standards, including but not limited to:

1. reading each chapter of the textbook prior to class,
2. keeping up with class reading and assignments,
3. following the UNC-Greensboro Code of Academic Integrity as described in the *Undergraduate Bulletin* (also see [http://studentconduct.uncg.edu/policy/academicintegrity/](http://studentconduct.uncg.edu/policy/academicintegrity/)).

**CARS Statement on Academic Integrity**

The UNC-Greensboro Academic Integrity Policy states, “If knowledge is to be gained and properly evaluated, it must be pursued under conditions free from dishonesty. Deceit and misrepresentations are incompatible with the fundamental activity of this academic institution and shall not be tolerated.” By choosing to enroll in this course and by completing the assignments, projects, quizzes, examinations, etc., you are by default held to the standards of the Academic Integrity Policy, and you are subjected to sanctions should you violate the policy in any manner.

**Note:** *Academic misconduct of any form will not be tolerated in this class,*

4. arriving classroom on time and departing after the class is over,
5. showing respect for others in the classroom by not talking with other students,
6. turning in all assignments on the due date and adhering to other rules and policies relevant to this class. All assignments submitted should be neatly hand written or printed and secured with a staple. In addition, honesty and independent work is expected on all homework assignments, and
7. bringing your own calculators – **calculators cannot be shared.**

**CARS Department Statement on Student Conduct and Complaint Behavior**

The Department of Consumer, Apparel, and Retail Studies (CARS) expects that all students enrolled in the CARS major will behave professionally and in a manner that reflects positively on the department, the school, and the university. This expectation applies to conduct within CARS courses, when working at internship sites, and attending events where students are acting as representatives of the CARS program.

Complaints pertaining to a specific course must first be brought up with the instructor. Per the UNCG University Catalog, if a student wishes to appeal an assigned grade, the student should first discuss the concerns with the instructor. If desired, the student may further appeal to the department head, the dean of the school or college, and the provost, in that order. See the University Catalog for further details on Grade Appeals.

**Covid-19 and Health and Wellness Statement**

Required UNCG Syllabus Language Approved by the Faculty Senate on July 1, 2020 As UNCG returns to face-to-face course offerings in fall 2020, the campus community must
recognize and address concerns about physical and emotional safety. As such, all students, faculty, and staff are required to uphold UNCG’s culture of care by actively engaging in behaviors that limit the spread of COVID-19. Such actions include, but are not limited to, the following:

- Wearing a face covering that covers both nose and mouth
- Observing social distance in the classroom
- Engaging in proper hand washing hygiene when possible
- Self-monitoring for symptoms of COVID-19
- Staying home if you are ill
- Complying with directions from health care providers or public health officials to quarantine or isolate if ill or exposed to someone who is ill.

Instructors will have seating charts for their classes. These are important for maintaining appropriate social distance during class and facilitating contact tracing should there be a confirmed case of COVID-19. Students must sit in their assigned seat at every class meeting and must not move furniture. Students should not eat or drink during class time.

A limited number of disposable masks will be available in classrooms for students who have forgotten theirs. Face coverings will also be available for purchase in the UNCG Campus Bookstore. Students who do not follow masking and social distancing requirements will be asked to put on a face covering or leave the classroom to retrieve one and only return when they follow these basic requirements to uphold standards of safety and care for the UNCG community. Once students have a face covering, they are permitted to re-enter a class already in progress. Repeated issues may result in conduct action. The course policies regarding attendance and academics remain in effect for partial or full absence from class due to lack of adherence with face covering and social distancing requirements.

For instances where the Office of Accessibility Resources and Services (OARS) has granted accommodations regarding wearing face coverings, students should contact their instructors to develop appropriate alternatives to class participation and/or activities as needed. Instructors or the student may also contact OARS (336.334.5440) who, in consultation with Student Health Services, will review requests for accommodations.

Approved by the Faculty Senate Executive Committee on July 30, 2020

Health and well-being impact learning and academic success. Throughout your time in the university, you may experience a range of concerns that can cause barriers to your academic success. These might include illnesses, strained relationships, anxiety, high levels of stress, alcohol or drug problems, feeling down, or loss of motivation. Student Health Services and The Counseling Center can help with these or other issues you may experience. You can learn about the free, confidential mental health services available on campus by calling 336-334-5874, visiting the website at https://shs.uncg.edu/ or visiting the Anna M. Gove Student Health Center at 107 Gray Drive. For undergraduate or graduate students in recovery from alcohol and other drug addiction, The Spartan Recovery Program (SRP) offers recovery support services. You can learn more about recovery and recovery support services by visiting https://shs.uncg.edu/srp or reaching out to recovery@uncg.edu
COVID-19 Spartan Shield Video UNCG Chancellor Frank Gilliam has challenged us to create a Culture of Care at UNCG where we all wear face coverings and social distance, less to protect ourselves but rather more to protect everyone around us. It shows that you care about the well being of everyone around you. We have created this video featuring your student body presidents to better explain how and why this is so important.

Please watch this video before the first day of classes.

https://youtu.be/Mb58551qxEk

Course topics and tentative course schedule

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<tr>
<th>JANUARY</th>
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<tbody>
<tr>
<td><strong>Week 1</strong></td>
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<tr>
<td>Tuesday 19 (1A)</td>
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<td>Thursday 21 (1B)</td>
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<td><strong>Week 2</strong></td>
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<tr>
<td>Tuesday 26 (1A)</td>
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<td>Thursday 28 (1B)</td>
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<th>FEBRUARY</th>
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<tbody>
<tr>
<td><strong>Week 3</strong></td>
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<tr>
<td>Tuesday 2 (1A)</td>
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<td>Thursday 4 (1B)</td>
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<tr>
<td><strong>Week 4</strong></td>
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<td>Tuesday 9 (1A)</td>
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<tr>
<td>Thursday 11 (1B)</td>
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**Week 5**
Tuesday 16 (1A)   Ch. 4 – Ms. Myin  
Thursday 18 (1B)  Ch. 4 – Ms. Myin  

**Week 6**
Tuesday 23 (1A)   IN-CLASS EXAM 1 (Ch. 1 through Ch. 4)  
Thursday 25 (1B)  IN-CLASS EXAM 1 (Ch. 1 through Ch. 4)  

**Week 7**
Tuesday 2 (1A)    Ch. 5 (Markup as a Merchandising Tool) – Dr. Tu  
Thursday 4 (1B)   Ch. 5 (cont.) – Dr. Tu  

**Week 8**
Tuesday 9 (1A)    Ch. 5 (cont.) – Dr. Tu  
Thursday 11 (1B)  Ch. 6 (Retail Pricing for Profit) – Ms. Mon Thu Myin  

**Week 9**
Tuesday 16 (1A)   Ch. 6 (cont.) – Ms. Myin  
Thursday 18 (1B)  Ch. 6 (cont.) – Ms. Myin  

**Week 10**
Tuesday 23 (1A)   IN-CLASS EXAM # 2 (Ch. 5 & Ch. 6)  
Thursday 25 (1B)  IN-CLASS EXAM # 2 (Ch. 5 & Ch. 6)  

**Week 11**
Tuesday 30 (1A)   Ch. 8 (The Dollar Merchandise Plan) – Dr. Tu
APRIL

Thursday 1 (1B)         Ch. 8 (cont.) – Dr. Tu

Week 12
Tuesday 6 (1A)         Ch. 8 (cont.) – Dr. Tu
Thursday 8 (1B)         Ch. 8 (cont.) – Dr. Tu  HW # 6 Due (Ch. 8: Summary problems, problem # 2,6,8, & 10)

Week 13
Tuesday 13 (1A)        Ch. 7 (Inventory Valuation) – Ms. Mon Thu Myin
Thursday 15 (1B)        Ch. 7 (cont.) – Ms. Myin  Quiz # 6 (Ch.8)

Week 14
Tuesday 20 (1A)        Ch. 7 (cont.) – Ms. Myin
Thursday 22 (1B)        Ch. 9 (Dollar to Buy) – Ms. Mon Thu Myin  HW # 7 Due (Ch. 7: Summary problems, problem # 1,2,3, & 4)

Week 15
Tuesday 27 (1A)        Ch. 9 (cont.) – Ms. Myin  HW #8 Due (Ch. 9: Summary problems, problem # 2,4,6,8, & 10)

Six-Month Merchandising Plan Project Due on Canvas

MAY

Week 16
Thursday 6             FINAL EXAM (Noon – 3.00 p.m.) (Ch.7, 8, & 9) – (1A & 1B) ONLINE via CANVAS