

Margin % Pricing Activity - 1

You are to investigate the concept of margin vs mark-up in pricing, using your POSitive point-of-sale program as the tool.

Your assignment is to investigate the pricing function for individual inventory items in various departments and categories.

Enter the **POS-Training module**, log in as a sample student-manager. From the **Manager Console**, enter the **Inventory Listing [F9]**, and view your Inventory.

Locate various items and in the **Edit mode**, analyze each item for pricing data.

Record the data in the section below, identifying the individual item in detail, along with pricing information for each. **Use the toggle % tab to switch from margin to mark-up on the screen.** **You are to list 2 items from 7 different categories of merchandise in your store's inventory.** (i.e. 2 sweatshirts, 2 T-shirts, 2 stadium spirit items, 2 food prep items, 2 snacks, etc.) Have a minimum of 14 items analyzed on this worksheet.

SKU	Description	Dept./Category	Margin%	Mark-up%

Once you have completed this activity, you should be able to draw some conclusions as to your potential for making a profit.

- What department/categories have the greatest potential to be profitable?
- Is your store doing anything to actively promote or merchandise these items? .