



**Training Programs**

# Training Programs

## Overview

The Training Programs we provide to retailers' teams gather experiences and best practices collected across different retail markets continents over the last 30 years.

They are also constantly updated and aligned with the continuous innovation of Hypertrade ecosystem's innovations

The programs are gathered both by Topics and Capabilities level.  
Each Training program is supported by a manual.



Programs that can be facilitated through online Workshop feature this icon



Programs that can be facilitated through Mobile Training feature this icon

# Training Programs For Retailers

## Overview



### For Newcomers (Level 1)

- Introduction to the retail World
- My job as a Category Manager



### Category Managers Medium (Level 2)

- Assortment Management Essentials
- Range Management Essentials
- Category Management Essentials
- Negotiation Essentials
- CRM Essentials
- Pricing Essentials
- Promotion Management Essentials



### Category Managers Advanced (Level 3)

- Setup your Range Review
- Setup your Category Review
- Collaborative Negotiations

## Available E-Books



[6 Steps to Rationalise Assortment](#)

[Category Management Glossary](#)

[CRM for Retailers Glossary](#)

[CRM Strategies](#)

[Build your CRM Budget in 4 Steps](#)



***We turn retail teams into champions,  
by providing data tools and  
continuous expert support.***

**Retail Solutions | Customer Analytics | Data Collaboration**



# Hypertrade

HYPERTRADE CONSULTING CO.,Ltd  
3, 8F Grand Building  
Ratchadapisek Road Soi 26  
Bangkok 10350 - Thailand

MYANMAR RETAIL PLATFORM LIMITED  
4th Fl, 60, Yadanar Thukha Str,  
Lay Daungkan Rd,  
Yangon, Myanmar

HPT ARIANE LIMITED  
Units 904-907, 9/F, Dah Sing Financial Centre  
248 Queen's Road East, Wanchai  
Hong Kong

[www.hyper-trade.com](http://www.hyper-trade.com)

*A member of HPT Ariane Group*