

Blinds To Go: staffing a retail expansion

By:

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Maria Ferrucci, Lavinia Celaia, Roberta Cerioni.



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Agenda

Introduction

Attracting and retaining issues

Organizational Design

Recommendation

Introduction

Family run company (1954)

(Blinds business started in 1980's, Montreal, Canada)

Innovative Business Model

Commission based structure

Rapid Expansion (continues)