

Recommendations

Operation: improve operating profit rate through:

- Improving inventory shrinkage ex. Walmart's supply chain
- Expense reduction initiatives

Geographic: we don't suggest international expansion

- Remodel traditional stores, drive incremental store sales growth, add new section like meat, refrigerated grocery.
- Relocation: more accessible and visible locations, ex. stores in southwestern or bar areas.

Merchandise:

- Focus on everyday necessities, consumables to drive frequent customer visits.
- Commit to low price strategy ex. use private brand consumables.



Dollar General's Functional Structure

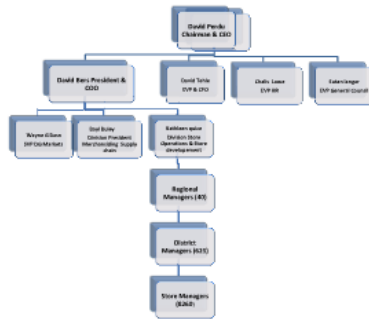
Cost leadership and Focus Strategy

-Operations is the main function.

- Relatively large centralized staff coordinates functions.

-Overall structure is mechanical, job roles are highly structured

-Focus on a single geographic market



this is how i finish a presentation:





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Thursday 25th October

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The graphic includes a magnifying glass over a folder icon, symbolizing analysis.



Dollar General Goes Private

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