

Register Today



WORKSHOP

Asset Protection and Loss Prevention

10:00am - 3:00pm | 15th June 2010 | Melbourne Convention Centre

Tutor:

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Criminologist, RLP Consulting

Theme:

What you don't know might harm your retail business.

Who Should Attend?

Retailers looking to establish or improve loss prevention and asset protection practices from across all retail sectors and mostly SME sized retailers. LP and Asset Protection practitioners in the early stages of their career from larger retailers will benefit greatly from the wealth of practical insight and take away information.

Key Benefits

Attendees will gain a unique perspective into the different forms of loss prevention and how through threat planning and security preparation they can formulate an effective LP strategy that can make a significant difference on the bottom line of a retail business.

Agenda

Intro: How do thieves think? Understanding criminal decision making

The real reasons why shoplifters and staff steal, and ensure that your retail business has sufficient safeguards in place.

Get a detailed understanding of the key criminal decision stages: At each stage highlighting opportunities, common weak spots and deterrents in retail stores that can make the difference between profit and loss.

Interactive discussion on what makes targets easy, the techniques thieves use to evade security and how retailers can cut retail criminals off at the source: find out what 'resources' offenders need and what skill sets help them get away with crime.

Moving forward: how can better understanding the criminal mind really help retailers improve security?

Part One – Dealing with loss and security risks in the retail environment

- Identifying the components of shrinkage
- Understanding the financial impact of shrinkage
- Addressing the possible causes of shrinkage
- Developing action plans to combat shrinkage
- Measuring the effectiveness of loss reduction initiatives

Part Two – Understanding dishonesty and criminal decision making

- Considering the reasons why shoplifters and staff steal
- Understanding the key criminal decision stages through consideration of opportunities, common weak spots and deterrents in retail stores that can make the difference between profit and loss
- Overviewing techniques used by both external thieves (eg nesting, sweeping) and internal thieves (eg sweethearting)
- Identifying high-risk areas and merchandise
- Discussing what makes targets easy, the techniques thieves use to evade security and how retailers can cut retail criminals off at the source

Part Three – Investing wisely in LP Technology and strategies

- Identifying key variables to measure the performance of loss prevention approaches
- Effectively measuring the value of investments in loss prevention technology
- Assessing strategies to determine if they will or will not help minimise or prevent losses
- Securing buy-in from the wider business to reduce loss
- Developing a business case to justify investment in preventing losses

LP strategy can make a significant difference on the bottom line of a retail business

About Retail World

This workshop is part of Retail World, the leading and largest retail executive summit in the region.

Retail World is an international summit (plus trade show and workshops) which assembles influential retailers in 3 days of discussion, debate, learning and networking. Speakers are drawn from the highest echelons of the retail industry in Australia, the USA, Europe and Asia as they share their unique and invaluable insight on the tools and techniques for achieving retail excellence.

Featuring visionary retailer insights in plenary sessions, interactive streams of technology and management issues, this unique event combines the insights of influential retailing leaders with innovative supplier solutions. Delivering participants effective strategies and a firm understanding of the retailing landscape enabling better practice and exceptional returns.

REGISTRATION FEES

Early bird (before 23rd April):

Just \$495 inc GST

Standard (after 23rd April):

Just \$695 inc GST

**Places are filling fast
- register now**

REGISTER TODAY

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This workshop is part of:



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16th & 17th June 2010 | Melbourne Convention Centre

