

The changing face of retailing, 1980–2020

Sayee Manohar Krishnamurthy

Department of Management and Commerce,

Sri Sathya Sai Institute of Higher Learning, Muddenahalli, India, and

Krishna Venkitachalam

Department of Management, Estonian Business School, Tallinn, Estonia

The historical
evolution of
retailing

41

Received 21 February 2022
Revised 8 March 2022
Accepted 8 March 2022

Abstract

Purpose – The purpose of this research is to portray the historical evolution of retailing from 1980 to 2020. The study considers India as the domain as it is one of the fastest growing markets, and the retail growth is anticipated to reach more than one trillion dollars within this decade.

Design/methodology/approach – This paper captures the historical growth trajectory of retailing from the pre-online era to the online era and highlights how the retail environment has become modernized and sophisticated in the process in India.

Findings – The study traces the journey of retail from 1980 to the multi-billion-dollar sector it had become by 2020 in India. Furthermore, the article provides an overview of how the different retail forms and players in the Indian retail sector have been shaping the industry over the last four decades. During this period, there has been a transformational change in the format of Indian retailing. The Indian consumers' shopping mindset moved from physical in the 1980s to online, and now "Phygital" (Physical and Digital) in 2020s has become an omni-channel platform in Indian retail.

Originality/value – This paper aims to present a viewpoint of the evolutions of retailing from the unorganized to the organized form and from the physical to the online form over the last 40 years in the Indian retail sector landscape.

Keywords India, Online shopping, Organized retail, Unorganized retail, Phygital

Paper type Research paper

Introduction

During the 1980s, shopping in India was considered an activity whereby consumers buy and consume products. Over a period of time, however, shopping has also become an entertainment activity connecting families and friends for get-together in plazas and malls. Since 2010 onwards, there has been a tremendous shift in the consumption pattern in India because of the increased use of mobile phone Internet, which has made buying anywhere, anytime a reality (Gao *et al.*, 2013; Kaplan, 2012; Strom *et al.*, 2014).

According to the Retailing Sector Analysis Report, "there are four major retail models within the sector – mono-branded retail shops (exclusive showrooms owned or franchised out by a manufacturer); multi-branded retail shops (which focus on particular product categories and carry most of the brands available); convergence retail outlets (which display most of information technology as well as consumer/electronic products); and e-retailers (online shopping facility for buying and selling products and services)" (Editor, 2021). Recent Federation of Indian Chambers of Commerce & Industry (FICCI) and Deloitte studies (PTI, 2017) show that the Indian retail industry has been growing at the rate of 10% over the last few decades and reached the value of US\$ 950 bn in 2018 (IBEF, 2021). Forrester Research shows that the retail market in India was worth an estimated US\$ 1.1 tn in 2020 (IBEF, 2021). Connected to this retail sector growth, during the pandemic (Covid-19) between January–March quarter of fiscal year 2020–21, the gross domestic product (GDP) grew 1.6% with a decline of 7.3% for the entire fiscal year 2020–21 (BS Web Team and Agencies, 2021).

The authors thank Dr. S. Srinivas for proof-reading support.



Journal of Strategic
Management

Vol. 46 No. 1, 2022

pp. 41–50

© Emerald Publishing Limited
1755-4252

DOI: 10.1108/JSM-02-2022-0025

Changing Face Of British Retailing

Clifford Guy



Changing Face Of British Retailing:

British Retail Consortium 2006 British Retail Consortium,2005-12-31 British Retail Consortium 2006 surveys a 250 billion industry which employs three million people and accounts for one in ten of all enterprises The yearbook carries an introductory section about the BRC with reports and commentaries from senior personnel and advisory groups The bulk of the yearbook is made up of sections on strategic overview the global market harnessing technology retail crime protecting the consumer employment in retail retail and society property operations membership directory **The Changing Face of British Retailing** Edward McFadyen,1987 *The Rise and Fall of Mass Marketing (RLE Marketing)* Richard S.

Tedlow,Geoffrey G. Jones,2014-09-15 This book provides new insights into the changes in interpretation of marketing and the evolution of marketing strategies during the twentieth century The focus is on the development of mass marketing in the United States and the way in which more flexible and adaptable forms of marketing have increasingly been taking over This highly international volume draws contributors from the USA Europe and Japan and from a variety of academic disciplines including marketing economics and business history Chapters provide detailed analysis of the marketing of a range of products including cars washing machines food retailing Scotch whisky computers financial services and wheat **Retail Marketing** Gary Akehurst,Nicholas Alexander,2013-05-13 First published in 2004 This collection explores the emerging and diverse world of retail marketing by tracing its development from the 1980s to the present day The market driven retail company shows concern for the customer throughout the organisation throughout all functions and departments Such a company tries to understand how customers choose their purchases the criteria they use and attempts to ensure that it is more successful in meeting customer requirements than the competition Retail Marketing discusses what range of products and services should be offered where at what price and how these activities should be advertised promoted and developed

The Changing Face of British Retailing Joshua Andrew Nicholas Bamfield,1980 **Retail Structure** Gary Akehurst,Nicholas Alexander,2012-10-12 First Published in 1996 The authors define retail structure in a retail distribution context as a snapshot of the state of play in the competitive struggle between retail companies and businesses each of which is seeking to not only survive but to grow The studies in this volume were first published in The Service Industries Journal Taken as a whole they serve two purposes first they introduce the concept and process of retail structure taken from the viewpoint of a continuing competitive struggle for market supremacy and second they serve as an introduction to the wider study of retail development **Retailing : critical concepts. 3,1. Retail practices and operations** A. M. Findlay,2002

The Retailing Industry: 1945-Retail revolutions John Benson,Gareth Shaw,1999 The Retail Development Process Clifford Guy,1994 *The Evolution of Retail Systems, C. 1800-1914* John Benson,Gareth Shaw,1992 It is now recognized that retail systems are crucially important in the development of mature economics This is a comparative study of how European and North American societies evolved differing retail and distribution systems It considers historical and

geographical variations through a discussion of socio economic and political factors It features a closely matched comparative approach and a comprehensive approach using both historical and geographical methods

JOURNAL OF RETAILING ,1989 **Environment & Planning A.** ,2011 Quarterly Review National Westminster Bank,1980
Managing and Marketing Services in the 1990s Richard Teare,Luiz Moutinho,Neil Morgan,1993 Bakers Weekly ,1920
The Retail Chemist ,1930 *International Encyclopedia of Business and Management* Malcolm Warner,1996
Journal of the Market Research Society Market Research Society,1988 **The British National Bibliography**
Arthur James Wells,2009 **Banking World** ,1987

Immerse yourself in heartwarming tales of love and emotion with Explore Love with its touching creation, **Changing Face Of British Retailing** . This emotionally charged ebook, available for download in a PDF format (PDF Size: *), is a celebration of love in all its forms. Download now and let the warmth of these stories envelop your heart.

https://www.cruiselady.com/public/book-search/index.jsp/loss_for_creators_and_bloggers_how_to_improve_meal_prepping_for_weight.pdf

Table of Contents Changing Face Of British Retailing

1. Understanding the eBook Changing Face Of British Retailing
 - The Rise of Digital Reading Changing Face Of British Retailing
 - Advantages of eBooks Over Traditional Books
2. Identifying Changing Face Of British Retailing
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Changing Face Of British Retailing
 - User-Friendly Interface
4. Exploring eBook Recommendations from Changing Face Of British Retailing
 - Personalized Recommendations
 - Changing Face Of British Retailing User Reviews and Ratings
 - Changing Face Of British Retailing and Bestseller Lists
5. Accessing Changing Face Of British Retailing Free and Paid eBooks
 - Changing Face Of British Retailing Public Domain eBooks
 - Changing Face Of British Retailing eBook Subscription Services
 - Changing Face Of British Retailing Budget-Friendly Options

6. Navigating Changing Face Of British Retailing eBook Formats
 - ePub, PDF, MOBI, and More
 - Changing Face Of British Retailing Compatibility with Devices
 - Changing Face Of British Retailing Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Changing Face Of British Retailing
 - Highlighting and Note-Taking Changing Face Of British Retailing
 - Interactive Elements Changing Face Of British Retailing
8. Staying Engaged with Changing Face Of British Retailing
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Changing Face Of British Retailing
9. Balancing eBooks and Physical Books Changing Face Of British Retailing
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Changing Face Of British Retailing
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Changing Face Of British Retailing
 - Setting Reading Goals Changing Face Of British Retailing
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Changing Face Of British Retailing
 - Fact-Checking eBook Content of Changing Face Of British Retailing
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
 - Integration of Multimedia Elements

- Interactive and Gamified eBooks

Changing Face Of British Retailing Introduction

In the digital age, access to information has become easier than ever before. The ability to download Changing Face Of British Retailing has revolutionized the way we consume written content. Whether you are a student looking for course material, an avid reader searching for your next favorite book, or a professional seeking research papers, the option to download Changing Face Of British Retailing has opened up a world of possibilities. Downloading Changing Face Of British Retailing provides numerous advantages over physical copies of books and documents. Firstly, it is incredibly convenient. Gone are the days of carrying around heavy textbooks or bulky folders filled with papers. With the click of a button, you can gain immediate access to valuable resources on any device. This convenience allows for efficient studying, researching, and reading on the go. Moreover, the cost-effective nature of downloading Changing Face Of British Retailing has democratized knowledge. Traditional books and academic journals can be expensive, making it difficult for individuals with limited financial resources to access information. By offering free PDF downloads, publishers and authors are enabling a wider audience to benefit from their work. This inclusivity promotes equal opportunities for learning and personal growth. There are numerous websites and platforms where individuals can download Changing Face Of British Retailing. These websites range from academic databases offering research papers and journals to online libraries with an expansive collection of books from various genres. Many authors and publishers also upload their work to specific websites, granting readers access to their content without any charge. These platforms not only provide access to existing literature but also serve as an excellent platform for undiscovered authors to share their work with the world. However, it is essential to be cautious while downloading Changing Face Of British Retailing. Some websites may offer pirated or illegally obtained copies of copyrighted material. Engaging in such activities not only violates copyright laws but also undermines the efforts of authors, publishers, and researchers. To ensure ethical downloading, it is advisable to utilize reputable websites that prioritize the legal distribution of content. When downloading Changing Face Of British Retailing, users should also consider the potential security risks associated with online platforms. Malicious actors may exploit vulnerabilities in unprotected websites to distribute malware or steal personal information. To protect themselves, individuals should ensure their devices have reliable antivirus software installed and validate the legitimacy of the websites they are downloading from. In conclusion, the ability to download Changing Face Of British Retailing has transformed the way we access information. With the convenience, cost-effectiveness, and accessibility it offers, free PDF downloads have become a popular choice for students, researchers, and book lovers worldwide. However, it is crucial to engage in ethical downloading practices and prioritize personal security when utilizing online platforms. By doing so, individuals can make the most of the vast array of free PDF resources available

and embark on a journey of continuous learning and intellectual growth.

FAQs About Changing Face Of British Retailing Books

How do I know which eBook platform is the best for me? Finding the best eBook platform depends on your reading preferences and device compatibility. Research different platforms, read user reviews, and explore their features before making a choice. Are free eBooks of good quality? Yes, many reputable platforms offer high-quality free eBooks, including classics and public domain works. However, make sure to verify the source to ensure the eBook credibility. Can I read eBooks without an eReader? Absolutely! Most eBook platforms offer web-based readers or mobile apps that allow you to read eBooks on your computer, tablet, or smartphone. How do I avoid digital eye strain while reading eBooks? To prevent digital eye strain, take regular breaks, adjust the font size and background color, and ensure proper lighting while reading eBooks. What the advantage of interactive eBooks? Interactive eBooks incorporate multimedia elements, quizzes, and activities, enhancing the reader engagement and providing a more immersive learning experience. Changing Face Of British Retailing is one of the best book in our library for free trial. We provide copy of Changing Face Of British Retailing in digital format, so the resources that you find are reliable. There are also many Ebooks of related with Changing Face Of British Retailing. Where to download Changing Face Of British Retailing online for free? Are you looking for Changing Face Of British Retailing PDF? This is definitely going to save you time and cash in something you should think about.

Find Changing Face Of British Retailing :

loss for creators and bloggers how to improve meal prepping for weight

[beginner guide to investing in index funds without paid ads complete](#)

[faceless YouTube channel case study examples organically how to start](#)

bloggers how to start print on demand business for remote workers how to

[faceless YouTube channel for beginners in the United States best way to](#)

[checklist PDF with free tools complete beginner guide to building email](#)

[with low budget starting a blog in 2026 with low budget starting a blog](#)

[website checklist PDF without paid ads proven strategy for building](#)

proven strategy for freelancing on Upwork automation tools without paid

[beginner guide to YouTube automation channel that actually works](#)

[routine for stay at home parents](#) [proven strategy for home workout](#)
[complete beginner guide to building email list case study examples](#)
[YouTube channel software alternatives in 2026](#) [best way to starting a](#)
[proof without paid ads](#) [how to improve investing in index funds that](#)
[comparison for stay at home parents](#) [how to start freelancing on Upwork](#)

Changing Face Of British Retailing :

Beyond Willpower: The Secret... by Loyd PhD. ND, Alexander This item: Beyond Willpower: The Secret Principle to Achieving Success in Life, Love, and Happiness. Alexander Loyd PhD. ND. 4.6 out of 5 stars 445. Hardcover. Beyond Willpower: The Secret Principle to Achieving ... Feb 6, 2015 — No matter how you define success as wealth, career satisfaction, healing of health issues, or resolution of relationship problems. Beyond ... Beyond Willpower: The Secret Principle to Achieving ... Feb 10, 2015 — No matter how you define success - as wealth, career satisfaction, healing of health issues, or resolution of relationship problems -Beyond ... Customer reviews: Beyond Willpower Find helpful customer reviews and review ratings for Beyond Willpower: The Secret Principle to Achieving Success in Life, Love, and Happiness at Amazon.com. Beyond Willpower: The Secret Principle to Achieving ... Beyond Willpower: The Secret Principle to Achieving Success in Life, Love, and Happiness by Loyd PhD. ND, Alexander - ISBN 10: 1101902817 - ISBN 13: ... Beyond Willpower: The Secret Principle to... The Love Code: The Secret Principle to Achieving Success in Life, Love, and Happiness. Beyond Willpower Summary of Key Ideas and Review Beyond Willpower by Alexander Loyd is a self-help book that explores the root causes of self-sabotage and offers a step-by-step process for overcoming it, ... The Love Code: The Secret Principle to Achieving Success ... May 10, 2016 — Loyd believes that we need to understand how love works in our bodies to combat stress. By harnessing love's power and learning to live in the ... Beyond Willpower: Summary Review D, N.D, is a self-help book that discusses the importance of understanding and harnessing the power of the subconscious mind in order to achieve success in ... Alex Loyd PhD: Beyond Willpower - YouTube Focus Smart Science m3 - Ans (WB) | PDF | Allele | Zygoty Ans. wer. Key. Answers Chapter 1 Our Genes 1.1. Traits and Heredity Unit. 1. (a) traits (b) heredity (c) genetics (d) genes (e) fertilization (f) zygote Focus Smart Science Answer Workbook M3 Pdf Focus Smart Science Answer Workbook M3 Pdf. INTRODUCTION Focus Smart Science Answer Workbook M3 Pdf (Download Only) Focus Smart Plus Science Workbook M3 Focus Smart Plus Science Workbook M3 · Comprehensive (Covers all the chapters required by the curriculum.) · Organized (Presents information in the forms of ... Teacher's Guide Pelangi Focus Smart Plus Science M3 Teacher Guide. Primary Education Smart Plus Mathematics. Pelangi Primary Education Smart Plus Maths P1 Teacher Guide ... Focus Smart Science M1 - TG Have students try Test Yourself 3.1 and discuss the answers with them. Focus Smart Textbook Science Mathayom 1 - Lesson Plan 28 6th - 10th hours

