

# Trader joe essay sample

[Business](#), [Management](#)



In what ways does Trader Joe's demonstrate the importance of each responsibility in the management process? Trader Joe's strives to differentiate itself from the competitors. In the planning process the organization wants to keep its operating costs low by keeping its locations small and intimate, as of now they have only 365 locations in thirty states. Provide the customer with one of kind foods from all over the world to meet the wide variety of diets with below prices and no need for membership or coupons. Accommodate the customer's wishes by providing exceptional and personal high quality customer service. In organizing to achieve this plan they: search the world for unusual and tasty foods, deal directly with manufactures, have several memorable house brands in which each product is labeled under, maintain a small stock of each product, because a large variety only confuses the consumer, and it helps maintain the networks low developing and operating costs. They rely on customer feedback: maintain friendly, knowledgeable and responsible crew members. Create a culture of product knowledge and customer involvement among its employees. In leading, management encourages employees to taste and learn about each product so they can better help the customer by sharing their opinions and experiences with the customer regarding the different products. In turn helps the customer make a better selection.

This type of practice helps bring success to the market and provides a good introduction to new products. The job description not only ask for retail experience, but also must be (" ambitious, adventurous, enjoy smiling and have a strong sense of values.") Trader Joe's provides promote within policy and trains the employees who want to be future managers at Trader Joe's

University. The employees are given a good benefit package which includes: health benefits, vacation, retirement and a 10% discount. They earn more than the employees at other chain grocers in respect to job positions. By monitoring the customer's feedback and the movement of product they can determine which items to stock and which to replace with different products by different manufactures. This is considered an economic food democracy. Trader Joe's only hires managers from within and then constantly trains their managers to inspire their employees to focus on the customer's attitudes. This is the controlling process. What are the biggest risks that international ownership.