

## Preface

EUROPEAN RETAIL RESEARCH is a new bi-annual that is in the tradition of the reputable book series “Handelsforschung” (Retail Research) which has been published by Prof. Dr. Volker Trommsdorff in Germany for more than two decades. Since 2008, this publication is edited by a team of retail researchers from Austria, Germany, and Switzerland.

The aim of this book series is to publish interesting and innovative manuscripts of high quality. The target audience consists of retail researchers, retail lecturers, retail students and retail executives. Retail executives are an important part of the target group and the knowledge transfer between retail research and retail management remains a crucial part of the publication's concept.

EUROPEAN RETAIL RESEARCH is published in two books per year, Issue I in spring and Issue II in fall. The publication is in English. All manuscripts are double-blind reviewed and the book invites manuscripts from a wide regional context but with a focus on Europe. We respect the fact that for many topics, non-English literature may be useful to be referred to and that retail phenomena from areas different from the US may be highly interesting. The review process supports the authors in enhancing the quality of their work and offers the authors a refereed book as a publication outlet. Part of the concept of EUROPEAN RETAIL RESEARCH is an only short delay between manuscript submission and final publication, so the book is – in the case of acceptance – a quick publication platform.

EUROPEAN RETAIL RESEARCH welcomes manuscripts on original theoretical or conceptual contributions as well as empirical research – based either on large-scale empirical data or on case study analysis. Following the state of the art in retail research, articles on any major issue that concerns the general field of retailing and distribution are welcome, e.g.

- *different institutions in the value chain*, like customers, retailers, wholesalers, service companies (e.g. logistics service providers), but also manufacturers' distribution networks;
- *different value chain processes*, esp. marketing-orientated retail processes, supply chain processes (e.g. purchasing, logistics), organisational processes, informational, or financial management processes;
- *different aspects of retail management and retail marketing*, e.g. retail corporate and competitive strategies, incl. internationalisation, retail formats, e-commerce, customer behaviour, branding and store image, retail location, assortment, pricing, service, communication, in-store marketing, human resource management;
- *different aspects of distribution systems*, e.g. strategies, sales management, key account management, vertical integration, channel conflicts, power, and multichannel strategies.

Basically, we seek two types of papers for publication in the book:

- *Research articles* should provide a relevant and significant contribution to theory and practice; they are theoretically well grounded and methodologically on a high level. Purely theoretical papers are invited as well as studies based on large-scale empirical data or on case-study research.
- Manuscripts submitted as more *practice-oriented* articles show new concepts, questions, issues, solutions and contributions out of the retail practice. These papers are selected based on relevance and continuing importance to the future retail research community as well as originality.

In addition, the editors will invite articles from specific authors, which will also be double blind reviewed, but address the retailing situation in a specific country. Manuscripts are reviewed with the understanding that they are substantially new, have not been previously published in English and in whole, have not been previously accepted for publication, are not under consideration by any other publisher, and will not be submitted elsewhere until a decision is reached regarding their publication in EUROPEAN RETAIL RESEARCH. An exception are papers in conference proceedings that we treat as work-in-progress.

Contributions should be submitted in English language in Microsoft Word format by e-mail to the current EUROPEAN RETAIL RESEARCH managing editor or to [info@european-retail-research.org](mailto:info@european-retail-research.org). Questions or comments regarding this publication are very welcome. They may be sent to anyone of the editors or to the above mentioned e-mail-address.

Full information for prospective contributors is available at <http://www.european-retail-research.org>. For ordering an issue please contact the German publisher “Springer Gabler” ([www.springer-gabler.de](http://www.springer-gabler.de)) or a bookstore.

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