

POSITIONING STRATEGIES OF MALLS: AN EMPIRICAL STUDY

INTRODUCTION

In the last decade, retailing sector in India has seen a vast transformation from traditional retailing to modern retailing. The traditional retail consists of small retailers like local Kirana shops, general stores, medical stores, footwear stores, apparel shops, hand-cart hawkers and footpath vendors. As per investment commission of India, there are 15 million such retail outlets in India (Knight Frank, 2010). As the economy has started growing in India, retail sector has also started modernising and growing. Some of the major industrial houses like Reliance Industries, Bharti group, Aditya Birla group and Tata Trent have entered this sector. Organised retail's share estimated around 10% to total retail in the year 2010 (Retailer, 2010) is very low compared to that of developed countries like U.S.A, U.K., France and Germany, where the share of organised retail is around 75-80% (Knight Frank, 2010). Hence it is expected that the growth of organised retail in India is going to be high in future. Amongst organised retail shopping malls are becoming attractive destinations for retailers and shoppers. In 1999, India had only 3 malls. In 2010 there were 190 malls and at present it is believed that there are around 280 malls in the country (CBRE, 2010). As it is clearly evident, number of malls has gone up tremendously over the years. However the growth story also has thrown up some hurdles.

During the boom days, many developers jumped into the fray of mall development. High economic growth, increasing size of middle class, high urbanisation rate and availability of personal credit have all contributed to large number of consumers shopping at the malls. This encouraged many developers jump into the bandwagon and start building malls. There was a rush to be there amongst the many malls which then had high footfalls. There was no proper planning, research, marketing and positioning strategy in place before getting into the mall business for many developers. This resulted in many of the malls not performing up to expectations. Some have high vacancy levels (Retailer, 2007), some have witnessed retailers leaving for the competitors, some have low footfalls and a few malls have closed down. However the malls which were strongly positioned are still doing well and are fully operational. This research has been conducted to find out the existing positioning strategies of malls, factors influencing positioning of malls, perceptions of shoppers regarding the

Positioning Strategies Of Malls An Empirical Study

Rajagopal



Positioning Strategies Of Malls An Empirical Study:

Branding and Positioning in Base of the Pyramid Markets in Africa Charles Blankson, Stanley Coffie, 2019-09-10

Brand management to sustain corporate reputation and customer loyalty is essential for both multinationals and indigenous firms in Africa. This book provides a practical overview of country branding and positioning activities in Africa based on a broad definition of base of the pyramid BoP marketing which includes both goods and services as well as business to business marketing corporate branding and country branding. The text highlights branding strategies that can be adopted in BoP markets as well as marketing mix strategies appropriate for much of the continent. Taking into account the role of social networks, culture and religion, the book explores avenues for developing and building competitive advantage and how African countries can leverage country branding as part of the development process. The book is ideal for researchers, educators and advanced students in international marketing management and brand strategy who are interested in the unique branding characteristics of the African continent.

Supply Chain Vedran Kordic, 2008-02-01. Traditionally, supply chain management has meant factories, assembly lines, warehouses, transportation vehicles and time sheets. Modern supply chain management is a highly complex multidimensional problem set with a virtually endless number of variables for optimization. An Internet-enabled supply chain may have just in time delivery, precise inventory visibility and up to the minute distribution tracking capabilities. Technology advances have enabled supply chains to become strategic weapons that can help avoid disasters, lower costs and make money. From internal enterprise processes to external business transactions with suppliers, transporters, channels and end users, marks the wide range of challenges researchers have to handle. The aim of this book is at revealing and illustrating this diversity in terms of scientific and theoretical fundamentals, prevailing concepts as well as current practical applications.

Market Entropy Rajagopal, 2020-04-27. This book discusses competitive market dynamics, explain contextual market entropy caused because of swift changes in the innovation and technology scenarios. It delineates the attributes of cognitive ergonomics of consumers responding to the market dynamics under the shrinking scenarios of large markets. The author analyzes the emerging theory of chaos, fragmentation of markets and agile business models to gain advantage in the competitive marketplace and deliberates upon factors that are critical to success of firms. In addition, this book presents new insights on developing hybrid business models using both aggressive and defensive marketing strategies to manage market chaos and behavioral complexities of consumers.

Tools and Techniques for Implementing International E-Trading Tactics for Competitive Advantage Meral, Yurdagül, 2019-09-20. The use of ICT applications has dipped into almost every aspect of the business sector including trade. With the volume of e-commerce increasing, international traders must switch their rules and practices to e-trade to survive in such a competitive market. However, the complexity of international trade which covers customs, processes, different legislation, specific documentation requirements, different languages, different currencies and different payment systems and risk presents its own challenges in this transition. Tools and Techniques for

Implementing International E Trading Tactics for Competitive Advantage examines the multidisciplinary approach of international e trade as it applies to information technology digital marketing digital communication online reputation management and different legislation and risks The content within this publication examines digital advertising consumer behavior and e commerce and is designed for international traders entrepreneurs business professionals researchers academicians and students Emerging Technologies In Sustainable Innovation, Management and Development R. Udaya Kumar,2025-10-13 ICETSIMD 2025 was conceived as a vital platform for academicians researchers and industry leaders Its primary purpose was to explore the transformative potential of emerging technologies in driving sustainable development To ensure the high quality originality and relevance of the contributions all submissions to the ICETSIMD 2025 conference underwent a rigorous double blind peer review process We received 300 manuscript submissions from which 100 were selected for inclusion in the conference proceedings Each manuscript was evaluated by at least two independent experts based on criteria including scientific rigor methodological soundness clarity and contribution to the conference themes

Index to Theses with Abstracts Accepted for Higher Degrees by the Universities of Great Britain and Ireland and the Council for National Academic Awards ,2005 **Southern Economist** ,2009 **Resources in Education** ,1994 **Hospital Literature Index** ,1988 *Cumulative Index of Hospital Literature* Library of the American Hospital Association, Asa S. Bacon Memorial,1987 **Current Index to Journals in Education** ,1997 **International Journal of Market Research** ,2010 Issues & Trends of Information Technology Management in Contemporary Organizations Information Resources Management Association. International Conference,2002-01-01 As the field of information technology continues to grow and expand it impacts more and more organizations worldwide The leaders within these organizations are challenged on a continuous basis to develop and implement programs that successfully apply information technology applications This is a collection of unique perspectives on the issues surrounding IT in organizations and the ways in which these issues are addressed This valuable book is a compilation of the latest research in the area of IT utilization and management Retail Management Barry Berman,Joel R. Evans,1983 This best seller provides a balance between theory and practice useful career information and a comprehensive package of ancillaries It takes a strategic approach to decision making The volume provides an overview of strategic retail management and provides a careful examination of situation analysis targeting customers and gathering information choosing a store location managing a retail business merchandise management and pricing communicating with the customer and integrating and controlling the retail strategy For retail training directors **Expectations of Retailers** Pooja Khanna,2019 The growing number of malls has compelled the stakeholders to ponder over the positioning of malls in the minds of not only consumers but also retailers Retail professionals perceive the malls from consumers perspective and part of their decision is based on the attractiveness of the mall to consumers Therefore it becomes imperative for the mall managers to know the attributes that make the malls attractive to

the consumers and retailers as well. This study attempts to explore the expectations of retailers from mall managers while deciding the location for their store. The results reveal that amenities location of the mall and store marketing focus safety and security and convenience are the important factors that influence retailers in selecting the mall for their store. The Evolution of Offline Retailing Yutian Liu (Ph.D.), 2025. The offline retailing landscape has been dramatically changed due to the competition from e-commerce and shifts in consumer shopping habits. This dissertation adopts the perspective of shopping malls, a unique format of retail agglomeration, to study how they adapt to these changes. Motivated by a desire to bridge academic research and real-world marketing practices, this work consists of two essays that empirically focus on the embrace of omni-channel and experiential marketing strategies by shopping malls. Methodologically, the approaches represent advancements in causal inference, machine learning, and network analysis, with significant implications for managers and policymakers. In the first essay of my dissertation, I examine the impacts of an emergent retail format introduced by shopping malls as part of an experiential channel: pop-up shops. Pop-up shops have emerged as an innovative retail strategy employed by shopping mall managers to counter the increasing competition from e-commerce and to revitalize foot traffic. While concerns persist about the potential competitive effects of pop-up shops on permanent tenants, this study empirically examines the impact of pop-up shops on host businesses by addressing two key questions: First, how do pop-up shops affect traffic and sales in host shopping malls and their permanent store tenants? Second, what are the underlying mechanisms driving these effects? Utilizing a unique data set from 100 shopping malls and 112 pop-up shops, this research reveals that pop-up shops increase daily mall traffic and store sales with no significant change in store visits. These effects suggest the coexistence of spillover and competition mechanisms: pop-up shops attract additional traffic to the mall, benefiting permanent stores through spillover effects, while competing for consumers' mental shopping time and reducing exploratory shopping at permanent stores. Overall, the positive effects of pop-up shops distinguish them from traditional retail formats and highlight collaboration opportunities for mall managers, permanent store owners, and policymakers. In the second essay, I turn my attention to the existing channel members: permanent store tenants, and investigate the impacts and interconnections among them. As shopping malls increasingly rely on experiential anchor and social stores to attract traffic and enhance consumer engagement, mall managers often offer rent subsidies to these tenants under the assumption that their presence generates positive spillovers to surrounding retailers. However, little empirical evidence exists to validate whether and under what conditions such stores truly benefit the broader mall ecosystem. Leveraging a novel and large-scale dataset of individual-level shopping paths across six shopping malls in China, we develop a new method to quantify store externality: the extent to which a store contributes to foot traffic and sales at neighboring stores. Using a multivariate random forest framework and variable importance measures (VIMs), we estimate traffic and sales externality indices for each store. We find that contemporary anchor stores, on average, generate significantly greater spillover benefits than non-anchor stores, supporting

their strategic role in the tenant mix design In contrast social stores such as restaurants and entertainment venues exhibit limited or even negative externalities suggesting that their traffic tends to remain contained Heterogeneity analyses reveal that anchor stores associated with mass market and young brands drive stronger spillovers than their luxury or established counterparts Furthermore using Non negative Matrix Factorization NMF to cluster shoppers by behavioral patterns we identify three distinct segments purpose driven leisure group and experience seeking shoppers Store externalities vary substantially across these groups with anchor stores being most effective for leisure and experience oriented shoppers and social stores generating positive spillovers only among leisure shoppers We further identify two data driven store groups leisure and experiential stores that closely align with the needs of different shopper segments Our findings offer new insights into retail agglomeration dynamics and provide actionable guidance for mall managers in optimizing rent strategies and tenant placement based on both store characteristics and shopper heterogeneity

Spatial Economics of Shopping Malls. a Configurational Approach in Rent and Tenanting Decision Sumanta Deb,Keya Mitra,2016-03-16 Research Paper from the year 2015 in the subject Business economics Operations Research grade 2 5 course PhD language English abstract The purpose of this research is to bridge the gap between retail research results on customer movement in shopping centers and importance of space syntax analysis in predicting indoor navigation pattern for better understanding of store space allocation store location and tenanting decision making in shopping malls A bid rent model is specified and solved under the condition of profit maximization of individual stores to examine the impact of customer density in predicting store space allocation and rental decision making To predict the importance of visibility in customer density distribution data were collected through recording navigational preferences of individuals in computer generated situations of shopping mall junctions using a convenience sampling method The visibility characteristics were studied using visibility graph analysis by syntax 2D software tools The model is extended under condition of revenue maximization of the entire mall in rationalizing tenanting decision making Tenanting rent and store space allocation decisions depend on the customer density distribution throughout the shopping mall Natural movement and consequent natural customer density depend on the visual integration of a location along with metric distance from the access point Revenue maximization of the shopping mall depends on the strategic positioning of different store types The positioning of different stores in turn depends on the spatial configuration which dictates natural customer density distribution This paper being the first of its kind integrates retail research wisdom and syntactic measures to illustrate the efficacy of space design as a strategic decision making tool instead of just an accommodator of functions

Shopping Centre Imagery, Patronage, and Research Methodology: an Empirical Study on Penhorn Mall H. F. MacKenzie,1986 Contracts, Externalities, and Incentives in Shopping Malls Bedros Peter Pashigian,Eric David Gould,1998 *Shopping Mall Repositioning* Wai-Kwan Lai,□□□,2017-01-26 This dissertation Shopping Mall Repositioning a Case Study of New Town Plaza by Wai kwan Lai was obtained from The University of Hong Kong

Pokfulam Hong Kong and is being sold pursuant to Creative Commons Attribution 3.0 Hong Kong License The content of this dissertation has not been altered in any way We have altered the formatting in order to facilitate the ease of printing and reading of the dissertation All rights not granted by the above license are retained by the author Abstract Hong Kong is an international metropolis and Shopping Paradise Therefore shopping in Hong Kong becomes one of the popular and important customary activities for the people To compete with the keen and rapid change of market competition and shoppers living style and prevent old and deteriorated mall image it is important for mall owner and operator to upkeep mall s competitiveness by refurbishment work and repositioning exercises To examine the repositioning strategies of Shopping Mall in Hong Kong case study of New Town Plaza would be the selected mall in this research for further evaluation Face to face interviews were conducted with Shoppers and Tenants respectively regarding their perception of mall image and competitiveness attributes including mall image shopping environment and accessibility attributes among selected shopping mall New Town Plaza before and after refurbishment work At last it found that mall repositioning exercise had drawn a great influence on different stakeholders Based on research result it showed that interviewees generally recognized that brand image of tenants mall s image and competitiveness were improved after mall refurbishment Also more high ended shoppers were attracted to visit and shop in the mall As comparing with before refurbishment work Interviewees were visited more and stayed longer due to its freshness image and modern design Although mall refurbishment work and repositioning exercise brings lots of positive feedbacks for different stakeholders and extend the product life of the mall it does not represent such exercise appropriate for applying in all shopping mall Therefore mall owner or operator was reminded to take further consideration for planning such work and finally recommendations were suggested for them in considering the repositioning and refurbishment work in the future too DOI 10.5353/th_b5118513 Subjects Shopping malls Remodeling China Hong Kong Case studies

Whispering the Strategies of Language: An Psychological Journey through **Positioning Strategies Of Malls An Empirical Study**

In a digitally-driven earth where screens reign supreme and instant communication drowns out the subtleties of language, the profound strategies and psychological nuances concealed within phrases usually get unheard. Yet, situated within the pages of **Positioning Strategies Of Malls An Empirical Study** a captivating literary prize sporting with natural feelings, lies an exceptional quest waiting to be undertaken. Composed by an experienced wordsmith, that wonderful opus invites viewers on an introspective journey, delicately unraveling the veiled truths and profound impact resonating within ab muscles cloth of every word. Within the emotional depths with this moving evaluation, we can embark upon a honest exploration of the book is primary themes, dissect their interesting publishing style, and yield to the effective resonance it evokes serious within the recesses of readers hearts.

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