

saw a large increase in 2004, with 108 new store openings. This represented more than 15 percent of the new Seven-Eleven stores opened in Japan that year.

By 2014, Seven-Eleven had stores in 42 of 47 of the prefectures within Japan. With an increased demand for “close-by, convenient stores” when there were fewer small- and medium-size retailers in a given area, Seven-Eleven felt that besides bringing stores to new areas, it could also continue to open stores in densely populated urban areas such as Tokyo, Nagoya, and Osaka.

With Seven-Eleven franchises being highly sought after, fewer than one of 100 applicants was awarded a franchise (a testament to store profitability). The franchise owner was required to put a significant amount of money up front. Half this amount was used to prepare the store and train the owner. The rest was used for purchasing the initial stock for the store. In 1994, 45 percent of total gross profits at a store went to Seven-Eleven Japan, and the rest went to the store owner. The responsibilities of the two parties were as follows.

#### Seven-Eleven Japan responsibilities:

- Develop supply and merchandise
- Provide the ordering system
- Pay for the system operation
- Supply accounting services
- Provide advertising
- Install and remodel facilities
- Pay 80 percent of utility costs

#### Franchise owner responsibilities:

- Operate and manage store
- Hire and pay staff
- Order supplies
- Maintain store appearance
- Provide customer service

### Store Information and Contents

Seven-Eleven had more than 16,000 stores in Japan by January 2014 (see Table 3-3). In 2004, Seven-Eleven Japan changed the standard size of new stores from 125 square meters to 150 square meters, still significantly smaller than the size of most U.S. 7-Eleven stores. In 2013, daily sales at a store averaged 668,000 yen (about \$6,528 in March 2014 at an exchange rate of about 102 yen to a U.S. dollar), which was almost twice the average at a U.S. store.

**TABLE 3-5** Sales by Product Category in 2012

	Percentage of Total Sales
Processed foods	26.6
Fast foods	26.0
Fresh/daily foods	12.3
Nonfoods	35.1

Source: Data obtained from Seven Eleven Japan Annual Report 2012.

Seven-Eleven Japan offered its stores a choice from a set of 5,000 SKUs. Each store carried about 3,000 SKUs on average, depending on local customer demand. Seven-Eleven Japan emphasized regional merchandising to cater precisely to local preferences. Each store carried food items, beverages, magazines, and consumer items such as soaps and detergents. The relative sales across product categories in 2012 for Seven-Eleven Japan are given in Table 3-5.

The food items were classified into four broad categories: (1) chilled-temperature items, including sandwiches, delicatessen products, and milk; (2) warm-temperature items, including box lunches, rice balls, and fresh bread; (3) frozen items, including ice cream, frozen foods, and ice cubes; (4) and room-temperature items, including canned food, instant noodles, and seasonings. Processed food and fast-food items were big sellers for the stores. In 2012, processed and fast foods contributed about 53 percent of the total sales at each store. More than 1 billion rice balls were sold in 2004; this amounted to each Japanese citizen eating approximately eight Seven-Eleven rice balls a year. The top-selling products in the fast-food category were lunch boxes, rice balls, bread-based products, and pasta. By 2013, Seven-Eleven Japan had 171 daily production facilities and 158 distribution centers across Japan.

Other products sold at Seven-Eleven stores included soft drinks, nutritional drinks, alcoholic beverages such as beer and wine, game software, music CDs, and magazines.

Seven-Eleven was focused on increasing the number of original items that were available only at their stores. In 2004, original items accounted for roughly 52 percent of total store sales. In 2007, Seven & i launched Seven Premium private brand products for sale at its stores. By February 2010, Seven Premium offered 1,035 SKUs; this number was expected to grow in the future. Private brand products were sold across all store formats and were viewed by the company as an important

# Seven Eleven Japan Case Study Answers

**Nobuhiko Hibara**



## Seven Eleven Japan Case Study Answers:

Success Of 7-eleven Japan, The: Discovering The Secrets Of The World's Best-run Convenience Chain Stores Akira Ishikawa, Tai Nejo, 2002-10-28 When analyzing 7 Eleven Japan's advanced and innovative management style the authors of this book highlight the existence of the integrated information system. This is because of the key role it plays not only in forming this firm's corporate strategy but also in developing its functional strategies for logistic support, merchandising and store operations. The authors explore the integrated information system as a symbol of the competitiveness of 7 Eleven Japan.

*Japan, Moving Toward a More Advanced Knowledge Economy, 2* Tsutomu Shibata, Hirotaka Takeuchi, 2006-01-01 These two volumes analyze Japan from the Knowledge Economy perspective covering a wide range of sectoral issues in development including the macro economic framework, education and skills training, the national innovation system, science and technology, information and communication technology and infrastructure. While Volume 1 explores the four pillars of the Knowledge for Development framework, the second volume presents up to date case studies of outstanding Japanese private companies that each characterize different aspects of the Knowledge Economy. By combining economics and business, these volumes allow readers to grasp the full scope of today's knowledge economy. *Business Models and Firm*

*Internationalisation* Christian Nielsen, Svetla T. Marinova, Marin A. Marinov, 2021-12-21 Internationalisation has been a binding request for firms dealing with the challenges of the present day realities. Extant international business publications have recently begun to point out the relationship between the notions of business model and internationalisation, yet the field needs considerably more attention. The core aim of this book is to provide a comprehensive analysis of the ways in which business models and internationalisation impact one another in the process of initiating and expanding international business activities. The analysis makes it feasible to detect the core issues of the interdependences between business models and internationalisation to facilitate management decision making and implementation of pertinent firm internationalisation incorporating the application of appropriate business models. In this book the business model is applied to explore the specifics and aspects of firm internationalisation processes. Innovating the business model is analysed as a persuasive means for augmenting the propensities of firms to internationalise. The book enriches the comprehension of the significance of business model innovation as an enabler of firm internationalisation in view that it shows in what manners business model innovation facilitates firm internationalisation. The book chapters address a broad range of issues encompassing the general roles of business model in firm internationalisation, the relationships between digital business models and platforms on one side and firm internationalisation on another, how business models determine the internationalisation of services firms, the interplay between business models and firm internationalisation in specific contexts. It will therefore be of interest to researchers, academics and advanced students in the fields of international business and management. **Economics** Gary E. Clayton, 2008 **The Wise Company** Ikujirō Nonaka, Hirotaka Takeuchi, 2019 From knowledge to wisdom. The

foundations of knowledge practice Towards a model of knowledge creation and practice Judging goodness Grasping the essence Creating Ba Communicating the essence Exercising political power Fostering practical wisdom in others Epilogue

**Seven-Eleven Japan Co** Sunil Chopra,2003 The goal of this case is to illustrate how a firm can be successful by structuring its supply chain to support its supply chain strategy Once Seven Eleven Japan decided to provide responsiveness by rapid replenishment it then structured its facilities inventory information and distribution to support this choice The case also brings up the question of whether the same approach can work in the United States especially given the greater distances and lower store density

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**Food Retailing** Nobuhiko Hibara,2000 Convenience Store News ,2005 LES Nouvelles ,1977 **Japanese Technical Abstracts** ,1988 **Clinical Anesthesia (SAE)** Dr. Nishkarsh Gupta,Dr. Anju Gupta,2021-06-01 **Japanese Technical Periodical Index** ,1987 Resources in Education ,1998 **Presbyterian Banner** ,1908 The Japan Chronicle ,1913 **Outlook** Alfred Emanuel Smith,Francis Walton,1875 *General Reports of the XVIIth Congress of the International Academy of Comparative Law* Katharina Boele-Woelki,J. H. M. van Erp,2007 This work contains the General Reports presented at the XVIIth Congress of the International Academy of Comparative Law IACL which was held in July 2006 in Utrecht A wide variety of topics is covered in this collection ranging from liability of judges to competition law The book provides an interesting assessment of the development of comparative law in recent decades and shows the growing importance of comparative law in various disciplines of law

Japan Weekly Mail ,1903 **The Japan Daily Mail** ,1893

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