

Argos Plc in Retailing (United Kingdom)

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Abstracts

Following a disappointing fall in profits, in late 2012, Home Retail Group announced a new strategy to revitalise Argos' fortunes. The strategy focuses on digital retail, involving the closure of 75 stores, and the winding down of the famous Argos catalogue. The company envisages that more consumers are buying online and that its stores will be used more as collection points. The company is hoping to use the widespread brand recognition and loyalty Argos commands, as well as huge distribution...

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