

LIST OF TABLES

Sl. No.	Title	Page No.
1.1	Components of service sector in India	13
1.2	Growth of retail outlets in India	14
1.3	Organized retail India vs. China	22
1.4	Top 10 retail trends	29
1.5	Organized retail market in India	34
1.6	Top grocery retailers in India	55
4.1	World retail	120
4.2	Share of organized retail in selected countries	121
4.3	Share of organized retailing in employment across different countries	122
4.4	GDP, private consumption, expenditure and retail sales growth	124
4.5	Growth India retail-Total vs. organized	126
4.6	India retail share of category wise	127
4.7	Share of organized sector in total retail by category	128
4.8	Organized retail expansion by format	129
4.9	Calculation of weighted score	131
4.10	Ranking of factors affecting retail growth	131
4.11	Cross table for income and perception about expensiveness	136
4.12	Chi square results of income and consumer perception about expensiveness	137
4.13	Cross table for income and opinion about the replacement	137
4.14	Chi square results for income and opinion about the replacement	138
4.15	Cross table for income and opinion about change in retail scenario	138
4.16	Chi square results for income and opinion about change in retail scenario	139
4.17	Cross table for income and opinion about the replacement	139
4.18	Chi square results for income and opinion about the replacement	140
4.19	Ranking of factors affecting grocery purchase (consumers)	140
4.20	Ranking of factors affecting grocery purchase (organized retailing)	141
4.21	Ranking of factors affecting grocery purchase (traditional retailers)	143
4.22	Comparison of rankings by customers, organized retailers and traditional retailers	144
4.23	KMO and Barlett's test	146
4.24	Component matrix	147
4.25	One sample statistics for challenges facing organized retailers	149
4.26	One sample t-test for challenges by organized retailers	150
4.27	Ranking of challenges by organized retailers	152

4.28	Highly significant challenges for organized retailers	153
4.29	Challenges of low significance for organized retailers	154
4.30	Ranking of challenges by traditional retailers	154
4.31	Highly significant challenges for traditional retailers	155
4.32	Comparison of ranking of challenges of traditional and organized retailing	156
4.33	Cross table for consumer income & choice of source of grocery	158
4.34	Chi square results of income and choice of source of income	158
4.35	Cross table for gender and choice of source of grocery purchase	159
4.36	Chi square results for gender and choice of source of grocery purchase	159
4.37	Cross table for consumer income and expenditure on grocery	160
4.38	Chi square results for income and expenditure on grocery	160
4.39	Cross table for gender and frequency to visit a store	161
4.40	Chi square results for gender and frequency to visit a store	161
4.41	Cross table for profession and choice of source of grocery purchase	162
4.42	Chi square result for profession and choice of grocery purchase	162
4.43	One-sample statistics for strategies adopted by organized retailers	163
4.44	One sample t-test for the strategies adopted by organized retailers	164
4.45	Rankings of strategies adopted by the organized retailers	165
4.46	Strategies more likely to be adopted by the organized retailers	167
4.47	Strategies less likely to be adopted by the organized store	167
4.48	Rankings of strategies adopted by the traditional retailers	168
4.49	Strategies more likely to be adopted by the traditional retailers	169
4.50	Strategies less likely to be adopted by the traditional store	169
4.51	Comparison of ranking of strategies between traditional and organized retailers	170
4.52	One sample statistics for future trends in organized retailers	172
4.53	One sample t-test for trends in organized retailing	173
4.54	Ranking of trends in organized retailing	175
4.55	Ranking of promotional tools used by the traditional retailers	176
4.56	Ranking of promotional tools used by the organized retailers	177
4.57	Ranking of expansion plan of organized retailers	177
4.58	Ranking of expansion plan of traditional retailers	178
4.59	Ranking of promotional tools preferred by customers	179
4.60	Comparison of pace of growth traditional and organized retailing	180