

The Interesting Store Layout Approach of Global Convenience Store Brand 7-Eleven

YRC highlights key features of the store layout design of 7-Eleven stores, focusing on elements that enhance convenience, efficiency, and customer experience.

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Nikhil Agarwal

Most 7-Eleven stores use one of the simplest of layout types which is the grid layout. It portrays a simple and organised visual of the in-store servicescape. However, unlike any typical grid layout, 7-Eleven stores appear packed with narrow aisles and short shelves. Having narrow isles may seem counter-interruptive to the purpose of achieving ease of navigation but it helps in meeting the

objectives of space and inventory optimisation. This approach also allows retailers to host an extensive array of merchandise. Shelves of shorter heights allow a vantage of the different sections and other areas in a retail store. This makes finding goods easier and quicker for customers even if complementary or supplementary products are not shelved in one place.

One thing that stands out in 7-Eleven stores is product categorisation or assortment. Products that are often bought together or are complementary or help customers choose are placed on the same shelf or rack extending to neighbouring ones. This facilitates the buying decisions of customers by way of a logical flow of thinking and as reminders. For instance, when buying coffee, it would help if all the coffee products were stacked on the same shelf. The adjoining shelf could host sugar, milk, or chocolate powder. Although this is not a novel approach 7-Eleven stores get it right with remarkable consistency.

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A common word found in the descriptions of almost every 7-Eleven store is 'pit stop'. This word is commonly used in the world of car racing where a racing car during a race pulls into a side area for a quick maintenance run lasting for a few seconds. 7-Eleven uses it to amplify the brand image of its stores as places for on-the-go shopping experiences (along with snacking). This is something that also reflects in the overall layout design of 7-Eleven stores highlighting an energetic persona embodying quick and easy shopping. This is also one of the driving fundamentals for optimising impulse buys in convenience stores.

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