**LORD & TAYLOR BANKRUPTCY**

**-** Poor strategic planning and delayed digital transformation

-Weak leadership decisions during ownership transitions (hudson’s bay – Le Tote)

-Failure to adapt business models to changing consumer behavior.

-Ineffective crisis management during COVID-19 shutdowns.

**-** Lack of training in digital sales and online retail operations.

- Employee uncertainty and morale decline due to frequent ownership changes.

- Inability to shift from in-store to online operations quickly

- Reduced staff productivity during store closures and layoffs.

**-**Slow adoption of technology for online ordering and customer engagement.

-Inefficient store management and inventory control processes.

**METHOD**

**MANPOWER**

**MANAGEMENT**

**MEASUREMENT**

**MACHINE**

**MATERIALS**

**-** Underinvestment in digital logistics and online fulfillment systems.

- Limited automation in inventory and sales systems.

- Heavy dependence on traditional POS (point-of-sales) systems instead of integrated digital platforms.

**-** Unsold inventory due to decreased mall traffic.

-Poor product assortment-aging merchandise that didn’t appeal to younger consumers.

- Unorganized inventory management across multiple stores.

- Disrupted supply chains during COVID-19 lockdowns.

**-** Weak performance tracking and data-driven decision-making.

- Poor forecasting of consumer demand and e-commerce growth

-inadequate financial monitoring, leading to $137.9 million in debt.

- Overestimated store profitability before and during pandemic.