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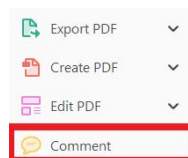
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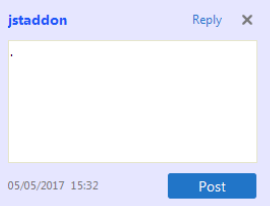
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
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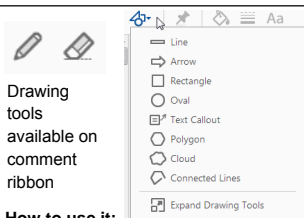
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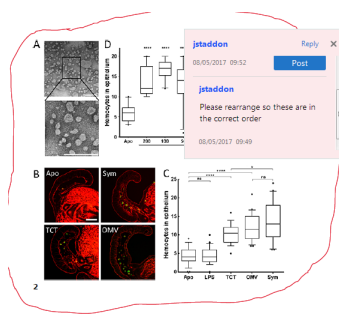


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Smart place to work? Big data systems, labour, control and modern retail stores

Leighton Evans  and Rob Kitchin

The modern retail store is a complex coded assemblage and data-intensive environment, its operations and management mediated by a number of interlinked big data systems. This paper draws on an ethnography of a retail store in Ireland to examine how these systems modulate the functioning of the store and working practices of employees. It was found that retail work involves a continual movement between a governance regime of control reliant on big data systems which seek to regulate and harnesses formal labour and automation into enterprise planning, and a disciplinary regime that deals with the symbolic, interactive labour that workers perform and act as a reserve mode of governmentality if control fails. This continual movement is caused by new systems of control being open to vertical and horizontal fissures. While retail functions as a coded assemblage of control, systems are too brittle to sustain the governmentality desired.


Keywords: retail, control, discipline, code/space, labour, big data, automation.

Introduction

used to be more chance for contact and more time with customers. Now, do people care?

(Customer Services Operative).

etail industry has to balance good customer service and soft labour skills with efficiency, maximising revenue and formal labour. In large retail stores, interaction with cus-

	
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aim of our research was to understand how such computational systems mediate and transform the nature of labour and workplace governmentality and the consequences with regards to staff work practices and conditions. The paper first outlines the extent to which big data systems have become pervasive in the retail sector. We then explore how new big data systems attempt to shift workplace governmentality from a regime of discipline to a regime of control and the horizontal and vertical fissures that are opening up in response to such a shift. Next we explore the governmentality operating on a daily basis within a large retail store, drawing on observations from an ethnographic study conducted in Ireland. Specifically, the empirical study sought to address three questions: (1) what are the discernible changes in modes of governance in the modern retail environment due to big data systems? (2) what factors are responsible for disruptions in governance? (3) what are the effects of these changes on workers?

The modern retail store as a big-data environment

Modern retail is a data intensive business reliant on extensive information management systems such as Enterprise Resource Planning (ERP), Supply Chain Management and Customer Relationship Management (CRM) (Chopra and Meindl, 2012; Chopra *et al.*, 2006). These systems aim to facilitate greater coordination and control within the retail organisation, and with suppliers and customers, using big data – that is, vast quantities of fine-grained (at the level of individual products, staff, customers), diverse and quickly transitioning data produced through the everyday, routine interactions with the various systems used to conduct business (Kitchin, 2014). Such big data systems are seen as vital for producing extended coordination and improved decision-making and operational intelligence, creating organisational efficiencies, introducing new services and business models, and improving customer experience, thus generating additional profit and competitive advantage while reducing risks, costs and operational losses. In addition, they are marketed as enabling retailers to be nimbler, more agile, more responsive, more efficient, more flexible, innovative and smart in how they are organised and operated (Chopra *et al.*, 2011). These big data systems are having profound effects on the nature of retail labour.

These systems change labour practices in three respects. First, they change the forms of work and the tasks mediated by digital devices and practices. Second, they replace some work with automation or semi-automation (such as self-service checkout tills, or automated computerised delivery routes). Third, they change the nature of governmentality and the ways in which the work of staff is managed, overseen and regulated. With respect to the second and third points, technological infrastructures will create less human labour, but not in the way Keynes (1936) envisaged, wherein a planned form of technological unemployment would exist (Floridi, 2014; Danaher, 2016a). Instead, a fear of idleness, a failure to de-employ and income, and the positioning of the Protestant work ethic as the dominant moral position of our time have meant that there is a dependence on working with and

organisations which overlaps with other algorithms and interacts with them – for example, a ‘human-out-of-the-loop’ system, such as predictive systems like stock management in supermarkets. The effect of such systems and modes of governance in a retail environment is to actively divorce labour from the reasons for doing the task, as allocated by algorithmic systems (Danaher, 2016b). Morozov (2013a,b) refers to this as a ‘web of in-entangled wire’, where systems of control constrain and construct work without regard for and without requisite knowledge in labour, or labour organisations able to challenge these structures (Andrejevic, 2014; Mittelstadt and Floridi, 2016). The result is a loss of satisfaction in work as the worker is divorced from the motivation and reward of their work (Danaher, 2016a). The effect of such a working environment is precarious employment where workers experience degradation with a lack of political voice and participation in such a process as the issues are poorly understood (Smith, 2012).

In a historical context, the use of data in the workplace is part of the ongoing project of the scientific management of work (Gregg, 2016). Like in the disciplinary techniques of Gilbreth and Lillian Gilbreth (1917), Roethlisberger and Dickson (1939), and Taylor (1903) in general, slow motion and time study techniques are reproduced in the big data age, but with a commensurate increase in speed and a lack of direct intrusion; with an increase in overall intrusion, such as work outside of the workplace in the form of expected use of email and other applications. Technological innovations in the workplace – such as sales-based ordering or inventory management prevalent in retail environments – are therefore used to determine the nature and character of labour (Gregg, 2016). This is materialised in workplace surveillance that blurs the boundary of public and private spheres (Dash, 2014). The use of technology to monitor and control organisations of ‘time theft’ (Ehrenreich, 2010: 29) through surveillance has led to a situation where 75 per cent of all companies monitor usage of the internet at work (Ball, 2010).

In addition to this, the routine use of tracking technologies on employees, such as Amazon’s monitoring of employee movement in warehouses (McClelland, 2012), and the firing of employees for a lack of ‘hustle’ (Head, 2014) are more severe extensions of the same observation. Following from Deleuze (1992), in a post-Fordist environment, such as the big data retail store, power is mobile and mobilised by technology. The aim of this technologically-infused surveillant workplace is efficiency, a situation that Rossiter (2014: 68) describes as a nightmare combination of enterprise resource planning (ERP) and key performance indicators (KPIs) used to modulate the experience of the work world. The tracking of workers becomes an informatised sovereignty (Rossiter, 2014: 68) where ‘code is king’ and algorithms are used to maximise the effectiveness of worker bodies. With no delay between observation and data collection and processing, code means that there is always a constant flow of work.

Discipline and control of labour in a coded assemblage

The effect of the presence of big data systems in the workplace that monitor and assess worker performance continually is to create a new kind of power that sits in contrast

of any disciplinary mechanism is dependent upon these instruments. Any apparatus (such as through new data techniques or the use of databases) amplify or change the nature of discipline. As such, in a data society discipline extended across the lifeworld. For Foucault, this produced power distributes individuals in a permanent and continuous field in which they self-discipline, actively regulating their behaviour to comply with expectations for fear of being caught transgressing and experiencing sanctions (Foucault, 1979).

Recently, the shift to big data systems seeks to change the mode of governmentality. Here, employees become subject to constant modulation through their capture of data that shapes their behaviour explicitly or implicitly nudge it, rather than being (self) disciplined (Savat, 2012). For example, the work of checkout operatives was disciplined by the gaze of the supervisor and CCTV monitoring of work rate. Now, the mode of discipline is the scanning of items – becomes the mechanism of capturing and regulating behaviour, work is modulated by checkout till and the act of scanning becomes a site of discipline (Kitchin and Dodge, 2011). Big data systems change the nature of observation (surveillance) from a model where an observer is needed to one where observation is constant and performed by software; behaviour is no longer adjusted in case a manager is present as the 'manager' is always present. Here, pattern recognition of the kind designed for everyday performance management in retail environments is not panoptical, as panopticon requires awareness by the subject that they are being watched, subjects are aware of the model towards which they have to adjust their behaviour, subjects that are being observed, and a sense of gratification derived from following the discipline (Savat, 2012: 23).

Modulation uses different mechanisms (e.g. recognition of patterns; anticipation of activation; simulation of antitheses; and programming of code) and instruments (e.g. simulation; data sampling) in its operation as a mode of power. Whereas disciplinary machines operate like the invisible mechanisms of control visible, modulation has no need to do this as it acts in a non-overt way without the need for an explicit gaze. The effect is that the subject produced by this form of observation is akin to Deleuze's 'subjectile' – not a subject but a construct of patterns of code that emerge from activity in the digitally-infused world. Therefore, modulation does not 'see' individuals and individuals only fleetingly appear from the flux of code and patterns, if at all (Savat, 2012: 56). This produces a dissipation of the individual and therefore a destruction of any care for the individual (Stiegler, 2010). In his work world, where one is held in a state of continual anticipation, is one where the worker is always in a state of angst as the modulatory machine is always aware of the worker. In other words, governmentality is no longer solely about subjectification (moulding and restricting action) but about control (modulating affects, desires and opinions, directing action within prescribed compartments) (Deleuze, 1995; Braun, 2014).

In the context of retail, workers become continually monitored and modulated across a range of work through an amalgam of interlinked systems and overlapping calculi designed to produce a certain kind of worker and work. While techniques of modulation in retail stores seek to be all encompassing they do not completely end

al displays (Hochschild, 1985), there is a significant barrier to mobilising these symbolic labour in a big data regime (Sallaz, 2010). Competition demands levels of service, but the operational mechanisms and key performance indicators used in big data environments are not designed to encompass this symbolic labour while workers engage in interactive and emotional labour continually in their work. Their performance is only assessed on formal labour in the data infrastructure of the retail store. As such, disciplinary techniques are still employed in retail environments to govern symbolic labour, in continual oscillation with control techniques that regulate formal work and monitor performance. These different modes of power in the workplace impact upon the experience of work for the labourer and create a work environment that is paradoxical, contradictory and confusing while still being quantified and regulated. The worker becomes an interface (Lazarato, 1996) between the different levels and levels of hierarchy in the workplace, continually moving between disciplinary control regimes and embodying these in their labour practices – and therefore always monitored by different techniques, for different (or non-existent) reward and punishment mechanisms.

Case study: a retail store in Ireland

In a changing nature of labour and governmentality in retail industry, the movement between disciplinary and control regimes, and the vertical and horizontal display that we are centrally concerned with examining through our case study, reflects the precarious and provisional state of play due to the rapid adoption of digital systems. The empirical, on-site fieldwork took place over a nine-week period from September and November 2015 at a large retail store operating in Ireland. The store is part of a large, multi-national chain in the Republic of Ireland, with typically 15-20 people working in the fieldwork store per shift across all departments, and a night crew of 15-25 working at night during the closing hours of the store (varying according to seasonal demand). The research was conducted within the parameters of health, safety, training and University ethics approval and was subject to a non-disclosure agreement with the chain.

Individuals were interviewed in 15 separate interviews, complemented with a set of 10 hours of observation of workers at work, and observant participation through workplace activities. The researcher was placed for one week in each of the following departments, conducting interviews, learning and performing tasks, and observing working practices: online retail; and delivery; customer services; electrical products; stock control; price integrity; and frontend (checkouts). The interviews took place with two delivery drivers in the home delivery department; two team leaders, the driver coordinator and the manager of the home delivery department; three checkout operators; the checkout team leader; the stock control manager and a stock control operative; two customer service operatives; and a store assistant; through each an operational and a compliance representative.

that reoccurred across interviews and observations and significantly tied upon the central research questions.

Vertical and horizontal fissures in control

Management consistently identified the key challenges for the store as growth and planning the trade deals for the week. Managers primarily use the email work plan, Sales Based Ordering (SBO), and store reports derived from these to provide, compile and communicate data for the running of the store. Major issues identified by store workers were 'no clear link between [company] vision and actions in store', 'honest communications' between managers and staff, 'clearer targets for line managers', and 'health and wellbeing' (including wages and hours). The use and functioning of a variety of data-intensive systems to produce a data-intensive environment contributes to these issues. In particular, the research found three vertical and horizontal fissures:

People work 'for the data', where tasks become data-fulfilment and data-satisfying rather than people-, task- or customer-focussed. This is particularly problematic in roles that are distanced from direct customer interaction (horizontal).

Non-coded activities and symbolic labour (such as strong customer relationships or service), while praised, are not part of formal evaluation or appraisal of staff because they are not easily captured data (horizontal).

Systemic system failure (where systems do not work properly or are subject to disruption) and equipment issues (old, absent or malfunctioning media) form major operational concerns and are a source of frustration for those working in the store or on particular tasks (vertical).

Working for data

Example of work being directed by data – and therefore the totalisation of formal control in a regime of control – is the 'picking' operation for home deliveries that are ordered through the company's online ordering portal. The picking PDA device (relying on a 3G signal rather than store Wi-Fi) directs the activities of the picker and how the route around the store and order of collection of items) is undertaken. The work on with coded data is intense; the picker must scan their personal ID barcode on the PDA to activate themselves on the device; the picker scans each individual item (up to 6) on their trolley; this generates an order of the pick based on items located in the store; the picker must then scan the begin/end barcode (located next to the

ent system. The mapping of the store also causes major issues, especially on days when the ends of aisle displays are changed for offers as old items can often be mapped in the wrong places.

nature of the task and the extent to which the task is dictated by the PDA and data aspect means that this role is one which is (more than any other in store) removed from the customer. In effect, the use of the PDA to navigate the store creates a 'housing' effect wherein the picking team encounters the store differently to others. While there are some interactions with customers and with colleagues, the primary interaction in work is the PDA and not with the customer or the store 'as a formal labour is a clear instance of a regime of control, with worker movements highly modulated – that is, planned, controlled, scheduled and timed – for maximum efficiency and minimal (ideally no) symbolic labour (as detailed in the context of piece work by Carter *et al.*, 2011: 90). Performance is totally objectified and enforced, and performance review is derived from systems rather than direct observation by managers. However, staff dissatisfaction with the work derives from the automation of systems, with little reflection on Morozov (2013a,b) 'web of barbed wire' that exerts control.

Non-coded activities and symbolic labour

There are a number of work tasks that are not mediated by coded systems or captured in employee performance metrics. Customer service is one such activity and performance in this role can seriously affect the metrics of those tasks that are measured. For example, in the picker role, individual run performance is not assessed, rather overall performance is a part of appraisal. However, as there are customers in the store at the time of the pick, pickers must if asked break off from their duties to assist customers, which in turn affects pick rates (with KPIs of 80–120 items per hour, dependent on demand). Customer service would need to be recorded – through pausing the PDA or signing off for the time needed to assist the customer (recording the activity in a separate way) – if it is to be rewarded, but this is not the case. Any demand for a switch from coded to symbolic labour is, however, considered critical by management, and cannot be ignored. Here, the two regimes of power in the store clash most clearly; control requires adherence to the coded system, discipline requires ignoring the system and falling into a customer service role where the reward mechanisms are fuzzy, undefined and conventional rather than data-driven.

The front end (checkouts) also includes activity that is not coded, but which is vital to the customer service element of the store. The team leader monitors checkout performance and can give data on sales and customers, time taken by each operator, numbers of interactions, sales totals, and issues with pricing. These are measured against KPIs for efficiency and accuracy of scanning and form part of the appraisal of operators. However, interactive labour is critical in this role and is not assessed – only formal work is incorporated into the

s red to alert the operator – they then restore the status of the checkout to green once the issue has been resolved. The real-time monitoring station gives feedback on items such as the price of items and quantity of items, and keeps a running total of customers that pass through the area in a session. While this activity can be recorded and reported on, and despite this being a customer activity, the operator role is very manual – there are many interventions made and assistance given. The operator needs to be constantly attentive for customer care, as well as attending to formal duties. The performance of the operator service role is not recorded, nor are the continual interventions to assist customers. The non-coded activities were seen as being, by far, the most important part of the role by the operator, yet was the least commented on when it comes to appraisals. Indeed, the role itself was summarised as a ‘thankless task’ by staff. Positive customer feedback is rare, although negative formal feedback is acted upon by management and such sessions ignore data on task performance which is generated by the PoS system.

A clear indication of this tension between systems of control and discipline was observed in the electrical department, specifically in the mobile phone area. Two key functions are troubleshooting and sales, with roughly a one-to-three division in time between these two activities, although the latter has no bearing on the KPIs of the department. The KPIs are based on new connections to pay-monthly tariffs, with a sales KPI target of 19 new connections per week (the store achieves 20–23 on average, but this is not evenly distributed throughout the year). Troubleshooting takes up most of their time, and during our observations we observed a worker writing texts for a customer and accessing and resetting an account for another. The excellent customer service was not recorded in any way, being integral to the role at it taking up the most time. Again, the symbolic labour (in this case explicitly emotional and interactive labour intended to ease customer distress with sympathy) is disregarded in the regime of control being sought in the store, and only fleetingly attended to in the regime of discipline. With KPIs tethered so closely to data collection, analysis and provision, the regime of control appears to be a barrier to the adoption of non-coded activity in the way that Sallaz (2010) argues.

Systemic system and equipment failures

Systemic system and equipment failures are a continual issue in the store. These situations arise because although the environment is highly data dependent, it relies in part on old digital technology that has limited capability and lacks interoperability with other systems. These shortcomings arise because the technology was purchased at different times, with the capabilities available at the time of purchase, with some equipment upgraded or patched or worked around but not replaced. The wholesale replacement of a technical system is costly and brings with it certain risks, for example the disruption of transferring to a new system and embedding it into existing systems and work practices. At the same time, there are also clear risks in persisting with existing

more being mapped out on an item basis through barcoding, there is no real-time visualising and reporting KPI data.

Regarding the online orders fulfilment team, the routing system used to direct deliveries is a major operational and system issue. While routing systems show that delivery operations can be improved dramatically with the application of vehicle routing analytics technology (Toth, 2015), in this situation there was no real improvement in delivery. Currently, in order to monitor KPIs for time of delivery of items, punctuality and route compliance the route order cannot be altered by drivers, and if the route is not followed (unless alterations are programmed by the system following a report) then the driver is penalised in their metric. This is despite the fact that the local knowledge possessed by the experienced drivers who know the locations of customers and the best routing between them would improve service and efficiency. In particular, issues of CO₂ reduction, fuel costs and customer service are raised in the use of this system (see Wang *et al.*, 2015). Routing issues occur because of a system design issue, where distances between delivery points in towns or townlands are less than 10 km distance whereas the distance could be up to 10 km, with only six minutes allocated for delivery (in line with the KPIs for delivery). As one driver commented, 'the routing sets you up to be late.' Here, the issue is the use of a system designed for the postcode address system in the UK rather than the Irish addressing system, leading to routing being haphazard and sub-optimal especially in urban centres where congestion exacerbates issues (Wygonik *et al.*, 2015). Manual routing could be used but then the tracking of orders and data collection would be out of sync with the system that does not allow such adjustments. Here, the regime of control has a lack of understanding of the task demands and the pragmatic aspects of the task, but there is no regime in place to replace this system. Another major issue identified was illogical scheduled routing. The order schedule on a run we observed as a passenger went: 9-10 am deliveries; 11-1 pm deliveries; 10-12 pm deliveries. The non-sequential order of deliveries allied to the need to follow routing meant that there were inevitably deliveries that were missed. Customers had to be phoned from the van to be informed that the delivery was apparent the delivery would be late and while this was fine with some, others could not be contacted and messages had to be left, which is far from ideal customer service.

Furthermore, the online order system requires drivers to use a reach device that collects data on routes and driving performance, and feeds that information into the system to re-optimize routes and collate driver metrics. The reach device is also used to end the run through a 'journey' function that syncs the device with the system once docked at the store. This syncing is not always possible due to persistent signal issues. Moreover, the reach devices are themselves technologically obsolete, with no Global Positioning System (GPS) capabilities, and their mode of connection to the systems in-store leading to a time lag (contributing to a bullwhip effect). This time lag means that the online order fulfilment system does not operate in real time; it is always contingent on drivers being in the store to synchronize their devices with the in-store systems.

of control which results in a reversion to a regime of discipline. A systemic failure in the electrical department occurs when customers are sometimes denied sales after a customer security check on the landing page of the main portal. If a fail is repeated (a score of more than 10) then the sale is not approved. This is decided by an algorithm, and the team is not given reasons for why the customer has been denied, although they have sufficient understanding of the potential reasons as to why they have been denied. The security team that can intervene in these events is not based in the store and finish each day at 4 pm and are closed at weekends, while the shop is open from 9 am to 6 pm every morning until late, Monday to Sunday – so failed orders cannot be processed during many busy periods. On 1 day, while with the electrical team, the email to the security team was down so no 'fail customers' could be passed for processing (delaying potential sales). The automation of decision-making and black boxing of processes on these processes again result in a reversion to soft, symbolic labour that is not tied to an undefined and undervalued focus within the store.

Stock reduction is an important part of the operations of the store, and refers to the process of re-employing new stock on shelves and registering that stock as available to customers using the existing systems. This task is targeted for completion at 8 am every day, and this forms a primary KPI for that department. While this time was achieved on the morning the day after accompanied stock control (beginning at 5 am), it was commented that it is usually a 'difficult and impossible task'. This is particularly true at times of high volume. This is largely a result of another bullwhip effect, where data errors that inform delivery from the warehouse impact on operations in store. In addition, connectivity issues for PDAs – a function of both handset and coverage issues in store – created delays in data processing and retrieval also as part of this task. There are over 10,000 lines in store at any time, so this is a data and task intensive task. Prices are downloaded weekly from the central office, and this system provides a list that must be printed and then verified through the use of the PDA handset. This is used to create Shelf Edge Labels (SELs) which are critical for stock check and online order fulfilment. Changeover is the most intensive part of the role; a huge job, involving label production for legal sales of both store reductions and increases in price for goods coming off shelves. This must be done by 7 am on the day of sales. The night crew has two people dedicated to this task, but the main means of communication between the night and day crew is through a communications book and a weekly meeting at 7 am on a Tuesday. Again, this is an example of a highly controlled, formal work incorporating loosely disciplined regimes of government that are ill suited to the task resulting in data errors that effect formal execution. Management issues are also seen in the front-end operation, where the processes of work on the checkout terminals were described as: monotonous, automated, data-driven, repetitive and characterised by a rigidity of movement, function and action. The haptic interface is used across terminals rather than being optimally configured for each worker. The electrical department shares the systems overload issue; it has three web-portal based records that are all accessible through an antiquated desktop PC with no Wi-Fi connection. If there is no internet connection available, there is no electrical retail. All systems are web based, and system downtime in connectivity are frequent and problematic. Getting services back in

our analysis, it is clear that big data systems are being extensively deployed across forms of retail work and they are having a significant impact on operations. This is as they work to create a condition in which the spaces (e.g. store, warehouse, logistics) and practices (e.g. management, sales, deliveries, communications) of retail are pervasively mediated through computation, and introduce a regime of control that shifts the management of labour from surveillance and discipline to capture and modulation. This is a significant shift, with the management of work increasingly being automated, mediated, mediated and regulated by code and data that saturates all tasks and sites of labour. Even when managers are still directly involved, their work is directed by a series of auto-generated and data-reactive work processes.

As we have detailed through our empirical study this regime of control is highly pre-emptive and fallible, open to vertical and horizontal fissures that disrupt the various operations vital to the functioning of a store. For example, tasks can become data-satisfying rather than customer-focused; symbolic labour vital to customer satisfaction is ignored; and systemic system and equipment failures continually disrupt operations. In consequence, retail work involves a continual movement between a regime of control designed to regulate and harness formal labour and automation, and a disciplinary regime that deals with the symbolic, interactive labour that workers perform and acts as a corrective mode of governmentality when control fails (see also Newsome *et al.*, 2013: 10). Consequently, rather than the retail environment becoming inherently more nimble, innovative and smart in how it is organised and operates, as suggested by much research and the big data industry (e.g. Manyika *et al.*, 2011), big data systems produce a number of effects that hinder effective operation and require staff to develop work-around solutions and management to revert to disciplinary regimes. Indeed, the dependence and ubiquity of big data in the store, the actual equipment that workers deal with the various store systems actively work to prevent formal labour being efficient. One manager remarked that the effect of this is that 'the environment created by the data flows also makes it too fast to think... there is no time to think about what works and what might work, as the KPIs always have to be met and decisions and planning are data, rather than knowledge, based.' In other words, while there is a big data environment, the tools for working in the store do not match the intensive functioning of the store,

Moreover, the use of these systems mean that customer satisfaction is also being delegitimised by big data and algorithmic processing in order to understand 'customer behaviour' and improve sales and improve customer experience. The implication of such measures is that workers do not know customers is no longer about face-to-face interactions and symbolic labour but about efficiency in formal work (Sallaz, 2010). Moreover, the reliance on big data to manage customers means workers experiencing less chance to develop or exercise skills (or emotional labour) with customers (Barocas and Levy, 2016). Yet, face-to-face interactions do not disappear; they are still critical in the presentation of the service in a retail store but without mechanisms to capture and reward this labour, this work is undervalued and only partially visible.

Research thus highlights that the retail industry has some way to go to effectively integrate big data systems into their operations that maximise operational efficiency while enhancing worker management and experience and customer satisfaction. In the horizontal and vertical fissures we identified suggest that such an alignment is extremely difficult to achieve due to the inherent contradictions of seeking to maximise productivity and profit at the same time as maximising worker and customer satisfaction. Rather than trying to square this circle through another round of technological solutionism (Morozov, 2013b), our sense is that it requires an organisational approach that considers the use of technology in context, maps out unanticipated consequences, and considers novel solutions that take advantage of the benefits of automation and big data, but does not lose sight of the fact that retail is a high-stake, high-visibility activity. Retail relies on large numbers of customer-facing workers, and large numbers of customers, and brand image and reputation are extremely important – not simply efficiency and price.

Further research is needed, we believe, to map out the uses and consequences of big data systems in retail operations and labour. This should take at least four forms. First, there needs to be a re-orientation of our work within the retail sector and to chart in detail the ways in which big data systems are being deployed and the horizontal and vertical fissures that disrupt and disruptive innovation. Second, this research needs to become comparative and attend to type of retail sector, scale of operations, and location. For example, in retail that is predominantly conducted online, the parameters of customer satisfaction are quite different, with only the customer-relations department being predominantly customer-facing. Further, the scales of economy for deployment will vary across businesses and different workplaces differentially. Moreover, there are likely to be variation in how systems are configured and used across jurisdictions depending on local workplace culture, the role of unions, labour laws, and other regulations. Third, how big data systems are re-orienting the management and practices of labour in other sectors requires analysis and comparison. It is likely that horizontal and vertical fissures will have emerged in these contexts that may have different forms and consequences. Fourth, more attention needs to be given to the formulation of normative interventions that consider the ethics, politics and economics of big data systems with respect to workplace governmentality and labour and to exploring alternative ethos, ethics of care, and instrumental arrangements that have positive worker and customer effects while still benefitting from the use of computation and big data (Lasser and Bolton, 2017). In each case, understanding the workplace changes that may benefit from ethnographic insights built on first-hand observation and analysis of the functioning of work as it unfolds in practice rather than as intended. Without such research and re-envisioning it seems that many workplaces will continue to be smart places to work.

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