

2nd edition

# DISTRIBUTION CHANNELS

Understanding & managing  
channels to market

Julian Dent



# Distribution Channels Understanding And Managing Channels

**Charles A. Ingene, James R. Brown, the  
late Rajiv P. Dant**

## **Distribution Channels Understanding And Managing Channels:**

Distribution Channels Julian Dent,2008 *Distribution Channels* examines the chain that makes a product available for market and how this can be used for optimum product delivery Includes accessing and servicing markets and customers controlling brands building the value proposition and creating differentiation

**Technology Distribution Channels** Julian Dent,2014-01-01 Using numerous examples from global technology corporations *Technology Distribution Channels* explores the chain that makes products and services available for market and explains how to make the most of each step of the process By defining the role and significance of the various partners involved including distributors wholesalers and final tier channel players the text provides a clear understanding of the entire go to market process while also explaining channel partners business models and how to engage with them for effective market access *Technology Distribution Channels* covers both the tactical and strategic dimensions of channel economics and includes information on accessing and servicing markets and customers controlling brands integrating web and online channels building the value proposition and creating differentiation Comprehensive and clear this book provides the knowledge needed to improve business models to ensure maximum market exposure and successful product delivery

**Distribution Channels** Julian Dent,2011 Using numerous real life examples *Distribution Channels* explores the chain that makes products and services available for market and explains how to make the most of each step of the process

*The Manager's Guide to Distribution Channels* Linda Gorchels,Edward J. Marien,Chuck West,2004-05-22 Channel management has become one of the most important components of a firm s competitive strategy with mistakes often costing companies millions and channel managers their careers *The Manager s Guide to Distribution Channels* provides managers and decision makers with proven tools and go to market strategies for refining channel strategies and managing distribution relationships Self assessment tools combine with realworld cases and examples to give managers a nontheoretical balanced blend of thought provoking insights and hands on tactics

Distribution Channels: Understanding and Managing Channels to Market (9780749452568) (KEN-0093/08). Julian Dent,2008

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*Technology Distribution Channels* Julian Dent,2014-08-03 Using numerous real life examples from global technology corporations and with a foreword from Tim Curran the Chief Executive Officer of the Global Technology Distribution Council *Technology Distribution Channels* explores the chain that makes technology products and services available for market and explains how to make the most of each step of the process By defining the role and significance of the various partners involved including distributors wholesalers and final tier channel players it provides a clear understanding of the entire go to market process whilst also explaining channel partners business models and how to engage with them for effective market access *Technology Distribution Channels* covers both the tactical and strategic dimensions of channel economics as well as containing information on accessing and servicing markets and customers controlling brands

integrating web and online channels building the value proposition and creating differentiation As the only approved text book for the Global Technology Distribution Council s Accreditations Technology Distribution Channels contains expert guidance for both the Certificate and the Diploma programs Comprehensive and clear Technology Distribution Channels provides readers with the knowledge needed to improve their business model to ensure maximum market exposure and successful product delivery

**Distribution Channels** Julian Dent,2009-01-01 This accessible rigorous new title explores the ways in which a business can succeed in its distribution activities through a thorough understanding of its go to market partners business models Distribution Channels demonstrates to readers why business models are so important and provides key information about all of the players involved in distribution chains including distributors wholesalers final tier channel players and retailers By interpreting the business models of various types of distribution channel this comprehensive book illustrates how to optimize both the models and the commercial relationships between the different parties as well as how to get products and services to market through the best routes possible Taking into account both the tactical and strategic dimensions of channel economics Distribution Channels provides readers with the knowledge needed to improve their business distribution models whether they are responsible for the distribution channels of their company or if they are a part of that distribution channel Covering the whole process including accessing and servicing markets and customers controlling brands creating differentiation and improving the business distribution model this book is an essential read for anyone involved in distribution channels

Contents Preface Acknowledgements Part I Introduction and why business models matter Introduction Who this book is for What do we mean by business model How this book is set out Why business models matter Distribution matters Challenging business dynamics Business models are key to value propositions A structured approach to positioning your value proposition Be careful with comparisons Part 2 Distributors and wholesalers The role of the distributor Distributors wholesalers Customer role core functions Supplier role core functions How the distributor business model works Role defines business model Profit is a very small number between two very big numbers Managing working capital is a balancing act The measures that matter and how to manage with them Margins and profitability Multiple margins Gross margin and value add Margin mix or blended margin Contribution margin Net margin and operating margin Working capital Working capital management Supplier credit Inventory Customer credit Working capital cycle Productivity Earn and turn Contribution margin return on inventory investment Returns on working capital Sustainability Sustainability longer term business health Return on net assets and return on capital employed Return on invested capital Value creation Managing value creation on an operational basis Managing growth Growth dynamics Internally financed growth rate formula Economies of scale profitability Economies of scale working capital management Risks of growth diseconomies of scale How to sell to distributors What we mean by selling to distributors The sales process Managing the account relationship Some rules of thumb for making compelling business cases Summary Part 3 Final tier trade channel players The roles of the final

tier trade channel players The final tier trade channel players The possible roles of final tier trade channel players Matching channel roles to channel players Different roles command different compensation models Customer advocates and sell with players Sell with players and strategic alliances Applying this framework to your industry sector or channel How the business model of the final tier trade channel players works Role defines business model Services come from people either directly or indirectly eg web delivered Managing a service business Service based business model Overview of service business model measures Sales and utilization Sales Utilization Gross margin and recoverability Gross margin Recoverability Working capital management The cash to cash cycle Improving working capital Value creation and growth Value creation and improving the numbers Managing growth the integrated product and service business model How to sell to final tier trade channel players What we mean by selling to final tier trade channel players Segmenting the final tier trade channel What the final tier looks for in a vendor What the final tier looks for in a distributor Managing the account relationship Some rules of thumb for making compelling business cases Selling with the final tier in an advocacy role Conclusion Part 4 Retailers The role of retailers Retailers and retailing Catalogue and online retailing How the retail business model works Role defines business model Earn and turn Layout and planogramming Ranging and merchandising The measures that matter and how to manage with them Sales or takings or revenues Margins Direct product cost DPC and direct product profitability DIP Turns and productivity How to sell to retailers What we mean by selling to retailers The sales process Retailer challenges and their implications for suppliers Impact of the internet Managing retail relationships at a strategic level Managing retail relationships at a tactical level Selling in to the retailer s buying cycle and open to buy Should you deal with retailers direct or through a wholesaler Summary Key ratios Glossary of technical terms Index      *Marketing Turnarounds* Hooman Estelami,2010 MARKETING TURNAROUNDS A Guide to Surviving Downturns and Rediscovering Growth Knowledge of the intricate dynamics of marketing turnarounds is a fundamental requirement for business survival and growth today The intense desire to survive in a slow market and find new avenues for growth has become a pressing goal for companies The objective of this book is to enable the pursuit of this goal by providing a guide for managers on various marketing approaches that can lead to growth and profitability The science of marketing turnarounds is based on an accurate understanding of how consumers respond to their changing environment This book provides such an understanding by developing a framework of the various approaches to successfully executing marketing turnarounds The framework and tools discussed not only enable managers to combat sales and profitability downturns but also guide them in their aggressive pursuit of innovative ways to further nurture their businesses in stable and growing markets Marketing Turnarounds is a step by step guide to stop the bleeding and reposition your company for profits Whether it s due to the economy or management blunders this book will help you decide if a company or brand can be salvaged how to cut costs without hurting sales how to reposition the company or brand to take advantage of consumer and environmental trends how to price and how to promote even in a bad economy I

strongly recommend this book for any company whose profits have started pointing south I also recommend it for would be entrepreneurs reading this will help you avoid some of the mistakes you would otherwise make Marlene Jensen CEO of Pricing Strategy Associates and author of Pricing Psychology Report and The Tao of Pricing A step by step marketing manual for a much ignored subject turnarounds Jeffrey F Willmott Former Chairman of RCG Companies A must have for all marketers It is timely and an important tool kit for marketers and a path breaking work in marketing Rajneesh Suri Associate Professor of Marketing Drexel University Marketing Turnarounds is a timely and extremely valuable addition to the current literature not only for practitioners and students of marketing but it is also a must read for leaders and managers in all disciplines who are interested in growing the top and bottom lines of their businesses William V Catucci Former CEO of AT T Canada Long Distance Services

**Handbook of Research on Distribution Channels** Charles A. Ingene, James R. Brown, the late Rajiv P. Dant, 2019 Distribution channels are the most complex element of the marketing mix to fully grasp and to profitably manage In this Handbook the authors present cutting edge research on channel management and design from analytical conceptual and empirical perspectives The breadth of this Handbook makes it appropriate for use in a doctoral course on distribution channels or as a knowledge broadening resource for faculty and researchers who wish to understand types of channels research that are outside the scope of their own approach to distribution

*Getting Multi-Channel Distribution Right* Kusum L. Ailawadi, Paul W. Farris, 2020-04-14 *Getting Multi Channel Distribution Right* provides a comprehensive treatment of modern distribution strategy that is analytically solid clearly written and relevant for managers as well as MBA and executive MBA students and the professors who train them It covers concepts metrics tools and strategic frameworks for managing distribution in physical and digital channels Focusing on the challenges of managing multiple channels of distribution in an evolving marketplace rather than the process of designing a distribution channel from scratch it leans more heavily on metrics and tools and incorporates perspectives from academic research as well as in depth case studies from marketing and general management practice Introduces an organizing framework of pull and push marketing for how suppliers work together with their channel partners Integrates across physical and digital independent and company owned routes to market Maps the functions of traditional and newer intermediaries in the channel ecosystem and identifies the root causes of conflict between them Provides tools and frameworks for how much distribution coverage is required and where Shows how product line pricing trade promotions and other channel incentives can help to coordinate multiple channels and manage conflict Illustrates how push and pull metrics can be combined into valuable dashboards for identifying positive feedback opportunities and sustaining the channel partnership With the help of *Getting Multi Channel Distribution Right* you ll discover how to successfully develop execute and adapt distribution strategy to the evolving marketplace

Managing Distribution Channels in 4 to 5 Star Hotels in Austri Patrick Kullmann, 2007-07 Diploma Thesis from the year 2003 in the subject Hotel Industry Catering grade 1 5 Ecole h teli re de Lausanne 107 entries in the

bibliography language English comment 1 5 dt Notensystem entspricht in der Schweiz der Note 5 5 abstract This study summarises relevant literature on traditional and online distribution channels and gives an insight in the management of hotel s room reservation processing as well as potential consequences of intrinsic service failures Since it was assumed that differences in distribution channel treatment do exist in hotels investigation was focused on telephone and e mail reservation channels as the ones with the strongest utilization rates Therefore hypotheses were formulated to undertake research on both channels in comparison to room reservation transformation rates frequency of focal points of service failures and the potential influence of category size and location as specific hotel characteristics In order to carry out the investigation an online questionnaire was established in co operation with university and industry room reservation professionals The actual study focused on the Austrian three to five star hotel segments since these categories were expected to provide all relevant investigated communication channels The aim was to find comparable results to Swiss figures Therefore a sample of 800 hotels was contacted 89 hotels or 11 4 per cent replied in total The statistical analysis pointed out that the telephone channel tends to be still slightly more efficient than the e mail A correlation with hotel characteristics showed that location did influence channel s efficiency rates among the investigated hotels These results indicated that hotels in big cities had higher room transformation rates on average than properties in resort destinations or any other location Category as well as number of guest rooms did not provide significant dependence on this transformation ratio In contrast to The Manager's Guide to Distribution Channels Linda Gorchels, Chuck West, Edward J. Marien, 2004-05-07 Understanding distribution Forces shaping channel strategy Supply chain management Legal issues and the reseller contract Clarifying requirements Channel design International channel design Selecting suitable channel partners Understanding the distributors world Establishing mutual performance expectations Improving channel effectiveness Monitoring performance and adjusting plans **Managing E-commerce in Business** J. Botha, C. H. Bothma, Pieter Geldenhuys, 2008-02-27 Information and Communication Technology ICT is becoming indispensable in the spheres of business government education and entertainment It makes Internet marketing e government e learning and online chat services possible And its commercial aspect e commerce is part of this trend Today no business training is complete without the inclusion of at least the basics of e commerce But although e commerce has opened up new opportunities it also presents threats and risks The success of e commerce hinges on security and trust Every business manager should therefore have a fundamental awareness of the meaning of e commerce and ICT security and risk management This second edition provides guidelines for overcoming these challenges by exploring the ways in which entrepreneurs and managers should co operate with IT experts to exploit opportunities and combat the threats imposed by new technologies **Japanese Marketing Channels During the 1980s to the 1990s** Jun Oheki, 2006 **Management Science** , 1998-05 Issues for Feb 1965 Aug 1967 include Bulletin of the Institute of Management Sciences The Retail Value Chain Sami Finne, Hanna Sivonen, 2009 Analyzing the changes in the retail industry and the strategic

options now open to companies this work describes the concepts of Efficient Consumer Response and provides cases to demonstrate the results

**Macromarketing** George Fisk, Robert W. Nason, Phillip D. White, 1980 Conference report containing revised papers on economic implications and social implications of macromarketing analyses the evolution of macromarketing theory and discusses issues of taxonomy and definitions employment effects of marketing programmes impact of state intervention value systems and consumer behaviour the market systems and methodological aspects incl Testing acceptance of innovations and evaluation of trends in measurements of quality of life Diagrams references and statistical tables Conference held in Colorado 1979 aug

Managing the Independent Business Lee E. Preston, 1962 Based on a series of lectures presented by members of the faculty of the School of Business Administration University of California over television station KPIX San Francisco in 1961

**Managing Distribution Channels** Alexander Chernev, Distribution channels deliver the company's offerings to its target customers Managing distribution channels involves designing and streamlining the process of delivering a company's offering in a way that creates value for target customers the company and its collaborators The key aspects of managing distribution channels are the focus of this note The discussion of distribution management is complemented by an overview of the relevant distribution concepts and just in time distribution This note is an excerpt Chapter 16 from Strategic Marketing Management Theory and Practice by Alexander Chernev Cerebellum Press 2019

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