

STRATEGIES DE DISTRIBUTION DES PRODUCTEURS

	Définition	Avantages	Inconvénients
Distribution intensive ouverte, ou de masse	• Passe par un très grand nombre de points de vente afin que le consommateur puisse s'approvisionner facilement • utilise alors généralement les circuits longs et les circuits courts intégrés ou associés • ex biens de consommation courante et/ou d'achat impulsif	• Force de vente réduite • Meilleure diffusion des produits • Peu de frais de transport et stockage • Indispensable pour les produits de grande consommation	• Coûts de distribution élevés • Perte de contact avec la clientèle finale • Parfois difficile pour bâtir une image cohérente
Distribution sélective	• Le fabricant choisit un nombre restreint de distributeurs en raison de leur image, de leur compétence... • Les intermédiaires retenus doivent être capables d'assurer une bonne information et un service après-vente efficace, de garantir un niveau de qualité constant, de promouvoir le prestige de la marque	• Assez bon contact avec la clientèle • Pas de grossiste à rémunérer donc coût réduit • Compétence des distributeurs • Permet de créer et renforcer une image de marque • Meilleure contrôle de la distribution	• Organiser une force de vente • Charges administratives et logistiques fortes • Faible couverture du marché • Stratégie attaquée par la grande distribution • Difficulté de recrutement des distributeurs • Contraintes légales importantes
Distribution exclusive	• N'accorde qu'à un très faible nombre de distributeurs la revente du produit		
Franchisage	• Le franchiseur offre son know-how		
Distribution directe	• Magasins d'usine, produits industriels, services	• Connaissance de la clientèle du marché bonne • Intermédiaire à rémunérer inexistant	• Nécessité d'une connaissance de la distribution • Investissements importants (magasins, logistique)

Vos Strategies De Distribution Partenariatsjoint Ventures Et Masterminds

Christian G. Meyer



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