

MARKETING
SS II
FIRST TERM

SUB-THEME 1: DISTRIBUTION MARKETING

WEEK	TOPIC	PERFORMANCE OBJECTIVES	CONTENT	ACTIVITIES		TEACHING AND LEARNING RESOURCES	EVALUATION GUIDE
				TEACHER	STUDENTS		
1	Types and functions of Distribution I	Students should be able to: (1) state the meaning of distribution. (2) list the types of distribution.	(1) Distribution (2) Types of distribution.	Guides students to discuss the distribution and the types of distribution.	(1) Listen attentively to explanations. (2) Participate in discussion. (3) Ask questions. (4) Respond to teacher's questions.	(1) Textbooks (2) Diagram (3) Magazines (4) Pictures.	Students to: (1) define distribution. (2) list four types of distribution.
2	Types and functions of Distribution II	Students should be able to: (1) identify the channel of distribution (2) state the functions of each channel of distribution.	(1) Channel of distribution -wholesaler. (2) Functions of wholesaler.	(1) Guides students to discuss the channel of distribution. (2) Demonstrates the functions of the wholesaler.	(1) Listen attentively to explanations. (2) Participate in discussion. (3) Ask questions. (4) Respond to teacher's questions. (5) Observe teacher's demonstration.	(1) Textbooks (2) Diagram (3) Magazines (4) Pictures. (5) Chart.	Students to: (1) identify the channel of distribution. (2) explain two function of the wholesaler.
3	Types and functions of Distribution III	Students should be able to: (1) identify the channel of distribution. (2) state the functions of retailer as a channel of distribution.	(1) Channel of distribution -retailer (2) Functions of a retailer.	(1) Guides students to discuss the channel of distribution -retailer (2) Demonstrates the functions of the retailer.	(1) Listen attentively to explanations (2) Participate in discussion. (3) Ask questions (4) Respond to teacher's questions. (5) Observe teacher's demonstration.	(1) Textbooks (2) Diagram (3) Magazines (4) Pictures. (5) Chart.	Students to: (1) identify the channel of distribution. (2) explain functions of retailer.
4	Types and functions of Distribution IV	Students should be able to: (1) explain the term consumer in channel of distribution. (2) state the functions of a consumer.	(1) Consumer (2) Functions of consumer.	(1) Explains the meaning of consumer. (2) Guides students to discuss the functions of a consumer.	(1) Listen attentively to explanations. (2) Participate in discussion. (3) Ask questions. (4) Respond to teacher's questions. (5) Observe teacher's demonstration.	(1) Textbooks (2) Diagram (3) Magazines (4) Pictures. (5) Chart.	Students to: (1) explain the meaning of consumer. (2) state the functions of a consumer.

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Jin-Ying Zhang



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Principles & Practice Of Life Insurance Krishnaswamy, Proceedings of the ... International Offshore Mechanics and Arctic Engineering Symposium, 1987 Advanced Dynamics and Control of Structures and Machines Hans Irschik, Kurt Schlacher, 2014-05-04 This book intended for people in engineering and fundamental sciences presents an integrated mathematical methodology for advanced dynamics and control of structures and machines ranging from the derivation of models up to the control synthesis problem This point of view is particularly useful as the physical insight and the associated structural properties related e g to the Lagrangian or Hamiltonian framework can be advantageously utilized To this end up to date results in disciplines like continuum mechanics analytical mechanics thermodynamics and electrodynamics are presented exploiting the differential geometric properties with the basic notions of this coordinate free approach revisited in an own chapter In order to illustrate the proposed methodologies several industrial applications e g the derivation of exact solutions for the deformation compensation by shaped actuation in elastic bodies or the coordination of rigid and flexible joint robots are discussed Report of Ionosphere and Space Research in Japan Nihon Gakujutsu Kaigi. Denrisō Kenkyū Renraku Iinkai, 1975 **Report of Ionosphere and Space Research** Nihon Gakujutsu Kaigi. Ionosphere Research Committee, 1975 Parliamentary Papers Great Britain. Parliament. House of Commons, 1906 Panel Methods in Fluid Mechanics with Emphasis on Aerodynamics Josel Ballman, Richard Eppler, Wolfgang Hackbusch, 2013-12-01 **The Citizens Bulletin**, 1913 **Journal of the Chinese Chemical Society** Zhongguo hua xue hui (Taipei, Taiwan), 2006 **Daily Graphic** Elvis D. Aryeh, 1997-01-30 *An American Dictionary of the English Language ... Thoroughly Rev. and Greatly Enlarged and Improved by C.A. Goodrich and Noah Porter ... with an Appendix of Useful Tables ... Also a New Pronouncing Biographical Dictionary* Noah Webster, 1880 *The Dock and Harbour Authority*, 1997 **AIAA 79-0570 - AIAA 79-0629**, 1979 **Contributed Papers**, 1967 *Delaware Conservationist*, 1971 *Proceedings of the ... International IEEE Conference on Tools for Artificial Intelligence*, 1996 Journal American Chemical Society, 2004 The International Encyclopedia of Science and Technology Steve Luck, 1999 This lavishly illustrated encyclopedia which Library Journal praised as wonderfully illustrated and a pleasure to browse is now available in a revised edition Here is a wealth of up to date information more than 6 500 alphabetically arranged entries each written by an expert in the field covering virtually every aspect of science and technology from the structure of atoms to the functioning of the cell Readers will find brief informative entries covering subject areas such as astronomy chemistry biology botany engineering physics and medicine to name a few In addition dozens of major topics such as the Solar System or the Human Body receive expanded one or two page spreads The volume also offers 700 special feature boxes that explain key topics inventions and processes ranging from air conditioners to binary stars a 40 page time line detailing significant moments in the history of science and technology plus a ten page ready reference section And the entire volume boasts marvelous illustrations over a thousand color diagrams tables

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