

# Channel Management

Save! Purchase Direct Downloads online.

As low as  
**\$28.95** IN QUANTITY

## CopyIT!® LAP Modules PSW

Each LAP Module includes 8-page student handout (with CopyIT!® permission) and comprehensive lesson plan with discussion notes, transparency masters, practice and posttest with keys, and several different student activities. Mix and match quantity prices [www.MBAResearch.org](http://www.MBAResearch.org).

### New! Channel It (Channels of Distribution)

Channels of distribution save time, money, and allow us to enjoy a variety of products from around the world. Learn more about channels of distribution—who participates in them, how they work, and the benefits they provide. ©2009. Recommended: HS

LAP-CM-001C-CS-4...\$43.95

(Member: \$33.95) (complete)

Additional copies of student LAP (20)

LAP-CM-001K-CS-4...\$25.95 (Member: \$21.95)

Channel It (PowerPoint)

PSW-CM-001-4...\$49.95 (Member: \$35.95)

### New! Chart Your Channels (Channel Management)

Getting a product from manufacturer to consumer is no easy challenge. How does a company decide where the products will be sold? Should it sell directly on the web? Is the wholesaler worth the cost? These and many other decisions are made through careful management of channels of distribution—or channel management. ©2010. Recommended: HS

LAP-CM-002C-CS-4...\$43.95

(Member: \$33.95) (complete)

Additional copies of student LAP (20)

LAP-CM-002K-CS-4...\$25.95 (Member: \$21.95)

Chart Your Channels (PowerPoint)

PSW-CM-002-4...\$49.95 (Member: \$35.95)

**Quantity Pricing Available!**

## PowerPoints by CEV

These products are produced by CEV Multimedia and have not been reviewed by MBAResearch. Your satisfaction is guaranteed with ALL products purchased from MBAResearch. Additional, professionally produced PowerPoint presentations are listed with individual LAP modules.



### The Role of Wholesalers

Many products we use on a daily basis are distributed through wholesale. This presentation provides information as to why wholesale distribution is more beneficial to a business owner as well as the common consumer. The differences between wholesalers, producers and retailers are also covered. In order to reinforce the concept and relate the idea to students' lives, common products and companies are used as examples. ©2009. Length: 34. Recommended: HS

PPT-09-132-4...\$59.00 (Member: \$56.05)

**Find these and more in our online store.**

Search topic=  
Channel Management