Week of/

(# of school days) Chapter Objectives NOTES

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| Aug. 28  (2) | **Chapter 21.1**  -Explain the concept of a channel of distribution  -Identify channel members |  |
| Sept. 4  (4) | -Compare different channels of distribution |  |
| Sept. 11  (5) | **Chapter 21.2**  -Explain distribution planning |  |
| Sept. 18  (4.5) | -Explain the effect of the internet on distribution planning  -Describe the challenges of international distribution planning |  |
| Sept. 25  (5) | **Chapter 22.1**  -Describe the nature & scope of physical distribution |  |
| Oct. 2  (4) | -Identify transportation systems & services that move products from manufacturers to consumers |  |
| Oct. 9  (4) | -Name the different kinds of transportation service companies | Wed. Oct. 11-PSAT/SAT |
| Oct. 16  (4.5) | **Chapter 22.2**  -Explain the concept & function of inventory storage |  |
| Oct. 23  (5) | -Identify the types of warehouses  -Discuss distribution planning for international markets |  |
| Oct. 30  (5) | **Chapter 23.1**  -Define the terms used to describe organizational buyers  -Explain how planning purchases differs between an industrial market and resellers’ market |  |