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 |  |