

SUBJECT TEACHING GUIDE

G922 - Commercial Distribution

DOUBLE DEGREE IN ADMINISTRATION AND BUSINESS MANAGEMENT AND ECONOMICS

Degree in Business Administration and Management Academic year 2022-2023

| 1. IDENTIFYING DATA | | | |
|----------------------------------|---|------------------|---|
| Degree | DOUBLE DEGREE IN ADMINISTRATION AND BUSINESS MANAGEMENT AND ECONOMICS | | Type and Year Optional. Year 5 Optional. Year 4 |
| Faculty | Faculty of Economics and Business Studies | | |
| Discipline | Subject Area: Commercial Distribution | | |
| Course unit title and code | G922 - Commercial Distribution | | |
| Number of ECTS credits allocated | 6 | Term | Semester based (1) |
| Web | | | |
| Language of instruction | Spanish | English Friendly | No Mode of delivery Face-to-face |

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| Department | DPTO. ADMINISTRACION DE EMPRESAS | | |
| Name of lecturer | ANDREA PEREZ RUIZ | | |
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| Other lecturers | ANGEL AGUDO SAN EMETERIO | | |

3.1 LEARNING OUTCOMES

- The student is expected to acquire the basic notions to manage the commercial distribution policy of companies, especially in the case of wholesalers and retailers.

4. OBJECTIVES

- Know the structure of distribution channels and their role in the economy.
- Analyze the concept and evolution of distribution channels in developed markets.
- Differentiate the various levels of the distribution channel, as well as the different existing sale methods.
- Structure the commercial distribution of a company through physical and online channels.
- Manage the location, assortment, pricing and communication policy of a retail company.

6. COURSE ORGANIZATION

CONTENTS

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|---|---|
| 1 | STRATEGIC ANALYSIS OF COMMERCIAL DISTRIBUTION |
| 2 | MARKETING POLICIES IN COMMERCIAL DISTRIBUTION |

7. ASSESSMENT METHODS AND CRITERIA

| Description | Type | Final Eval. | Reassessn | % |
|--|-----------------------|-------------|-----------|---------------|
| 2 partial exams | Written exam | No | Yes | 50,00 |
| 2 group assignments (work after class time and evaluation during class time -2 presentations-) | Work | No | Yes | 30,00 |
| Various assignments throughout the semester (work and evaluation during class time) | Laboratory evaluation | No | No | 20,00 |
| TOTAL | | | | 100,00 |

Observations

Each partial exam will consist of a multiple-choice test that will evaluate all the theoretical contents seen in the course. The group assignments will consist on the analysis of recent business news related to distribution channels, working in multidisciplinary teams. There will be two public presentations of the project that will be evaluated as well. Some practical assignments will also be carried out in the classroom, through various deliverable activities that the teachers will present to the students and which will be carried out in different sessions throughout the semester. The minimum qualification required in the partial exams is 4.00 points (out of 10.00). The minimum qualification required in the group assignments is 4.00 points (out of 10.00). If the student do not reach these minimum requirements, he/she will not pass the course and he/she would have to take an additional test in due time.

Adaptation to the uncertainty scenario COVID19: if the social distancing measures established by the health authorities do not allow an evaluation activity to be carried out in the classroom, the activity will be carried out through Moodle, respecting at all times the content and evaluation method stipulated in this syllabus.

Observations for part-time students

The individual exam will consist of a multiple choice test that will evaluate all the theoretical contents seen in the course (both in the ordinary and extraordinary call for the exam).

8. BIBLIOGRAPHY AND TEACHING MATERIALS

BASIC

CASTELLANO:

MOLINILLO, S. (2014). Distribución Comercial Aplicada. 2ª edición. Ed. ESIC, Madrid.

ENGLISH:

COUGHLAN, A.; ANDERSON, E.; STERN, L.W. and EL-ANSARY, A.I. (2006). Marketing Channels. 7th edition. Ed.

Ergodebooks, Richmond, TX.

