Distribution Channel Management
Creating Go-to-Market Growth Strategies

EXECUTIVE SUMMARY


Without the discipline and toolset to modernize your distribution channels, your company’s product and marketing efforts will face inefficiency and disruption. In this intensive program, faculty who wrote the book on channel strategy show you how to design, develop, manage, and adapt your channel systems for sustaining a competitive edge.

Consumer goods and services companies selling through wholesalers and retailers, business-to-business firms working through independent distributors and sales representatives, retailers seeking to improve efficiency in an increasingly competitive marketplace, and intermediaries seeking to preserve their role in an increasingly fluid channel structure can all benefit from the tools and content in this course.

“Dr. Coughlan’s framework for understanding distribution and how to make management decisions has helped organize my thinking about the subject in a new way.”

Vice President and General Manager, Idex

KEY BENEFITS

- Develop analytic skills through case studies and activities, apply lessons to your organization’s channel system
- Discover methodologies and tools to select channel intensity and appropriate partners, design incentives and resolve conflict
- Critically evaluate the role of emerging technologies in improving channel activities
- Build symbiotic win-win-win channel and customer relationships

WHO SHOULD ATTEND

- Senior executives — managers, directors and vice presidents — responsible for creating and managing channels of distribution in manufacturing, wholesale, retail and service firms
- Other senior leaders with strategic go-to-market responsibilities
- Entrepreneurs in need of a go-to-market strategy

NEXT STEPS

Learn more and apply
kell.gg/kxchannel

Consult with an Executive Development Advisor
execed@kellogg.northwestern.edu
847.467.6018
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PROGRAM CONTENT HIGHLIGHTS

Designing Channel Strategies for Specific Market Segments
- Learn how your customers buy, not just what they buy, and which channel benefits they value most
- Target the highest potential channel segments in your market
- Tailor channel experiences to deliver the priority benefits sought by target channel segments

Empathizing with Partners to Re-engineer Your Channels
- Solve critical business problems of fitting partners (beyond margins and commissions)
- Work with partners to jointly identify and solve end-user problems and system inefficiencies
- Pinpoint and manage around constraints limiting your optimal channel design

Organizing Channel Activities with the Right Set of Partners
- Choose fitting channel intermediaries for target channel segments
- Set your distribution intensity
- Allocate channel functions to appropriate channel members for efficiency and effectiveness
- Integrate your supply chain with your distribution and go-to-market approach

Aligning Channel Incentives from a Position of Power
- Use channel pricing to align partner incentives
- Leverage brand and expertise assets to become an indispensable channel partner
- Apply effective power sources to manage ongoing channel conflict

ACCOMMODATIONS
This program is held at the James L. Allen Center and includes onsite lodging, all meals, coffee breaks and snacks. Participants also enjoy access to a fitness center and lakeshore walking paths.

THE FACULTY

Anne T. Coughlan
Academic Director; Polk Bros. Chair in Retailing; Professor of Marketing

Sunil Chopra
IBM Professor of Operations Management and Information Systems; Professor of Managerial Economics and Decision Sciences

Richard I. Kolsky
Adjunct Professor of Executive Education; Global Marketing Consultant

Please note: Faculty is subject to change.

The faculty members for this program are researchers, thought leaders and globally recognized authorities in the fields of distribution and supply chain management. They bring to this collaborative learning experience an extraordinary depth of knowledge and insight.

SPECIAL FEATURE

CHANNEL AUDIT TOOLKIT

The Channel Audit Toolkit leads you through a full channel analysis. The handbook describes the audit process, while the workbooks aid in the assessment of your channel design and operation. The toolkit is designed for use not just during the program, but also in your business afterward.

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## Distribution Channel Management
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Anne Coughlan, Academic Director

### Sample Schedule

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<tr>
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<th>DAY 1</th>
<th>DAY 2</th>
<th>DAY 3</th>
<th>DAY 4</th>
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<tr>
<td><strong>MORNING</strong></td>
<td>Supply Chain Management</td>
<td>Channel Structure and Power Case Discussion</td>
<td>Channel Conflict</td>
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<td>Coughlan</td>
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<td>Channel Functions: The Work of the Channel</td>
<td>Channel Gap/Alignment Analysis</td>
<td>Case Discussion and Course Wrap-Up</td>
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<td>Coughlan</td>
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<td><strong>LUNCH</strong></td>
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<td><strong>AFTERNOON</strong></td>
<td>Program Introduction &amp; Framework for Channel Management</td>
<td>Channel “Empathy”: Building</td>
<td>Closing Channel Gaps: Channel</td>
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<td><strong>SESSION(S)</strong></td>
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<td>and Using Deep Insight into Channel Partners’ Abilities and Goals from the Channel Relationship</td>
<td>Redesign Case Discussion</td>
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<td>End-User Channel Benefits: Segmentation for Optimal Channel Design</td>
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<td><strong>End-User Channel Benefits Exercises</strong></td>
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<td>Study Groups</td>
<td>Free Night</td>
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**Note:**
- **Distribution Channel Management** focuses on strategies for creating Go-to-Market Growth.
- **Morning Sessions** cover supply chain management and framework for channel management.
- **Afternoon Sessions** delve into channel functions and empathy in the channel relationship.
- **Evening Sessions** include end-user channel benefits exercises.
- **Dinners** are included for networking and informal discussions.
- **Evening Sessions** are dedicated to study groups and free nights.