

# Unit 10 Marketing Channels: Delivering Customer Value

Content Area: **Business**  
Course(s): **Generic Course**  
Time Period: **Semester 2**  
Length: **2 Weeks**  
Status: **Published**

## Standards

---

CAEP.9.2.12.C.1	Review career goals and determine steps necessary for attainment.
CAEP.9.2.12.C.3	Identify transferable career skills and design alternate career plans.
CAEP.9.2.12.C.4	Analyze how economic conditions and societal changes influence employment trends and future education.
CAEP.9.2.12.C.9	Analyze the correlation between personal and financial behavior and employability.

## Enduring Understandings

---

A firm's success depends not only on how well it performs but also on how well its entire marketing channel competes with competitors' channels

## Essential Questions

---

Why are marketing channels important?

How do the channel design decisions fit into the overall marketing strategy?

In what way is supply chain management part of the plan?

## Knowledge and Skills

---

1. Explain why companies use marketing channels and discuss the functions these channels perform
2. Discuss how channel members interact and how they organize to perform the work of the channel
3. Identify the major channel alternatives open to a company
4. Explain how companies select, motivate, and evaluate channel members
5. Discuss the nature and importance of marketing logistics and integrated supply chain management

## **Transfer Goals**

---

To be good at customer relationship management, a company must also be good at partner relationship management

Contact information for companies is available to interact with them.

## **Resources**

---

Marketing, An Introduction by Armstrong and Kotler

Google Doc

Sway