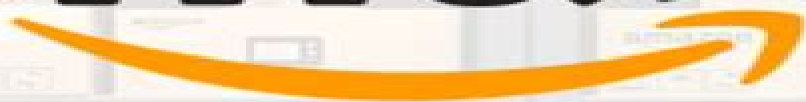


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Luce, 2000-05 **Getting Multi-Channel Distribution Right** Kusum L. Ailawadi, Paul W. Farris, 2020-04-14 Getting Multi Channel Distribution Right provides a comprehensive treatment of modern distribution strategy that is analytically solid clearly written and relevant for managers as well as MBA and executive MBA students and the professors who train them It covers concepts metrics tools and strategic frameworks for managing distribution in physical and digital channels Focusing on the challenges of managing multiple channels of distribution in an evolving marketplace rather than the process of designing a distribution channel from scratch it leans more heavily on metrics and tools and incorporates perspectives from academic research as well as in depth case studies from marketing and general management practice Introduces an

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