

A Field Guide To Channel Strategy Building Routes To Market

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A Field Guide to Channel A Field Guide to Channel Strategy: Building Routes to Market (Dr. Anne T. Coughlan, Dr. Sandy D. Jap) on Amazon.com. *FREE* shipping on qualifying offers. Building a route to market is fundamental to sales and survival. This book demystifies marketing channel strategy by focusing on how to do channel design and management. Page 4/10

A Field Guide To Channel Strategy Building Routes To Market
The required book for the course is: A Field Guide to Channel Strategy: Building Routes to Market, , available for purchase on Amazon.com at: <https://www.amazon.com/Field-Guide-Channel-Strategy-Building/dp/1539987744> . We will also discuss several cases (included as well in the course packet) that reinforce the channel

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