

## Distribution Management

When work began on the first volume of this text in 1992, the science of distribution management was still very much a backwater of general management and academic thought. While most of the body of knowledge associated with calculating EOQs, fair-shares inventory deployment, productivity curves, and other operations management techniques had long been solidly established, new thinking about distribution management had taken a definite back-seat to the then dominant interest in Lean thinking, quality management, and business process reengineering and their impact on manufacturing and service organizations. For the most part, discussion relating to the distribution function centered on a fairly recent concept called Logistics Management. But, despite talk of how logistics could be used to integrate internal and external business functions and even be considered a source of competitive advantage on its own, most of the focus remained on how companies could utilize operations management techniques to optimize the traditional day-to-day shipping and receiving functions in order to achieve cost containment and customer fulfillment objectives. In the end, distribution management was, for the most part, still considered a dreary science, concerned with transportation rates and cost trade-offs. Today, the science of distribution has become perhaps one of the most important and exciting disciplines in the management of business. An introduction to financial tools and concepts from an operations perspective, addressing finance/operations trade-offs and explaining financial accounting, working capital, investment analysis, and more. Students and practitioners in engineering and related areas often lack the basic understanding of financial tools and concepts necessary for a career in operations or supply chain management. This book offers an introduction to finance fundamentals from an operations perspective, enabling operations and supply chain professionals to develop the skills necessary for interacting with finance people at a practical level and for making sound decisions when confronted by tradeoffs between operations and finance. Readers will learn about the essentials of financial statements, valuation tools, and managerial accounting. The book first discusses financial accounting, explaining how to create and interpret balance sheets, income statements, and cash flow statements, and introduces the idea of operating working capital—a key concept developed in subsequent chapters. The book then covers financial forecasting, addressing such topics as sustainable growth and the liquidity/profitability tradeoff; concepts in managerial accounting, including variable versus fixed costs, direct versus indirect costs, and contribution margin; tools for investment analysis, including net present value and internal rate of return; creation of value through operating working capital, inventory management, payables, receivables, and cash; and such strategic and tactical tradeoffs as offshoring versus local and centralizing versus decentralizing. The book can be used in undergraduate and graduate courses and as a reference for professionals. No previous knowledge of finance or accounting is required.

Globalisation, technology and an increasingly competitive business environment have encouraged huge changes in what is known as supply chain management, the art of sourcing components and delivering finished goods to the customer as cost effectively and efficiently as possible. Dell transformed the way people bought and were able to customise computers. Wal-Mart and Tesco have used their huge buying power and logistical skills to ensure the supply and stock management of their stores is finely honed. Manufacturers now make sure that components are where they are needed on the production line just in time for when they are needed and no longer. Such finessing of the way the supply chain works boosts the corporate bottom line and can make the difference between being a market leader or an also ran. This guide explores all the different aspects of supply chain management and gives hundreds of real life examples of what firms have achieved in the field.

WINNER: ACA-Bruel 2015 - Prix des Associations With the growth of the food industry come unique logistics challenges, new supply routes, demand dynamics and investment re-shaping the future of the food logistics industry. It is therefore important for the food industry to innovate both with regards to demand management and sustainability of food sources for a growing population. Food Supply Chain Management and Logistics provides an accessible and essential guide to food supply chain management, considering the food supply chain from 'farm to fork'. Samir Dani shows the reader how to stay ahead of the game by keeping abreast of global best practice, harnessing the very latest technology and squeezing efficiency and profit from increasingly complex supply chains. Food Supply Chain Management and Logistics covers essential topics in food supply chain management, including: food supply chain production and manufacturing; food logistics; food regulation, safety and quality; food sourcing; food retailing; risk management; food innovation; technology trends; food sector and economic regeneration; challenges in International food supply chains; triple bottom-line trends in the food sector; food security and future challenges. Winner of the 2015 Prix des Associations, this book has been commended for its comprehensive coverage of the design, governance, supporting mechanisms and future challenges in the food supply chain.

New technologies are revolutionising the way manufacturing and supply chain management are implemented. These changes are delivering manufacturing firms the competitive advantage of a highly flexible and responsive supply chain and manufacturing system to ensure that they meet the high expectations of their customers, who, in today's economy, demand absolutely the best service, price, delivery time and product quality. To make e-manufacturing and supply chain technologies effective, integration is needed between various, often disparate systems. To understand why this is such an issue, one needs to understand what the different systems or system components do, their objectives, their specific focus areas and how they interact with other systems. It is also required to understand how these systems evolved to their current state, as the concepts used during the early development of systems and technology tend to remain in place throughout the life-cycle of the systems/technology. This book explores various standards, concepts and techniques used over the years to model systems and hierarchies in order to understand where they fit into the organization and supply chain. It looks at the specific system components and the ways in which they can be designed and graphically depicted for easy understanding by both information technology (IT) and non-IT personnel. Without a good implementation philosophy, very few systems add any real benefit to an organization, and for this reason the ways in which systems are implemented and installation projects managed are also explored and recommendations are made as to possible methods that have proven successful in the past. The human factor and how that impacts on system success are also addressed, as is the motivation for system investment and subsequent benefit measurement processes. Finally, the vendor/user supply/demand within the e-manufacturing domain is explored and a method is put forward that enables the reduction of vendor bias during the vendor selection process. The objective of this book is to provide the reader with a good understanding regarding the four critical factors (business/physical processes, systems supporting the processes,

company personnel and company/personal performance measures) that influence the success of any e-manufacturing implementation, and the synchronization required between these factors. • Discover how to implement the flexible and responsive supply chain and manufacturing execution systems required for competitive and customer-focused manufacturing • Build a working knowledge of the latest plant automation, manufacturing execution systems (MES) and supply chain management (SCM) design techniques • Gain a fuller understanding of the four critical factors (business and physical processes, systems supporting the processes, company personnel, performance measurement) that influence the success of any e-manufacturing implementation, and how to evaluate and optimize all four factors

Physical Distribution is a distinct but integral part of business logistics, involving all those activities relating to the physical movement of goods from the factory to the consumer. Recently, the concept has been expanded to supply chain management which enables better customer relationship with smooth supply of goods. This introductory text is focused on the essential concepts, tools and strategies that comprise Distribution Management. It emphasizes the idea that distribution management is an effective marketing strategy and a potent competitive tool. Defining the concept of physical distribution in the initial chapter, the book then describes in detail the objectives, functions and components of all the activity centres of physical distribution in the Indian context, from a systems approach. An exclusive chapter is devoted to transportation functions, highlighting the features of interstate movement of goods and the legal procedures related to them. Sufficient coverage is also given to related topics such as distribution control, performance evaluation and organization of physical distribution, besides the 'trade-off' concept. The book, with its wide coverage of topics, should prove to be of immense value to undergraduate students in Business Administration and Business Management.

Sustainable Operations and Supply Chain Management addresses the most relevant topics of operations and supply chain management from the perspective of sustainability. The main focus is to provide a step by step guide for managerial decisions made along the product life-cycle, following a path made up of the following steps: product design, sourcing, manufacturing, packaging and physical distribution, reverses logistics and recovery.

The Handbook of Logistics and Distribution Management provides an introduction to fundamental elements of modern logistics and distribution. It explores all stages of the supply chain from raw materials through to the final distribution of the finished product. This handbook covers vital areas, including: concepts of logistics and distribution; planning for logistics; procurement and inventory decisions; warehousing and storage; freight transport; and operational management. The 5th edition of The Handbook of Logistics and Distribution Management has been radically updated to reflect the latest advances in logistics and covers new topics studied on academic and professional courses. There are brand new chapters on humanitarian logistics, multichannel fulfilment and reverse logistics, as well as detailed discussion of the latest trends and issues that confront logistics. The Handbook of Logistics and Distribution Management is a practical handbook and an essential reference for logistics and supply chain practitioners as well as students undertaking professional examinations and degrees in the field of logistics and supply chain.

Increase your knowledge of supply chain management and leverage it properly for your business If you own or make decisions for a business, you need to master the critical concept of supply chain management. Supply Chain Management For Dummies, 2nd Edition guides you to an understanding of what a supply chain is and how to leverage this system effectively across your business, no matter its size or industry. The book helps you learn about the areas of business that make up a supply chain, from procurement to operations to distribution. And it explains the importance of supporting functions like sales, information technology, and human resources. You'll be prepared to align the parts of this system to meet the needs of customers, suppliers, and shareholders. By viewing the company as a supply chain, you'll be able to make decisions based on how they will affect every part of the chain. To help you fully understand supply chains, the author focuses on the Supply Chain Operations Reference (SCOR) model. This approach allows all types of professionals to handle their work demands. • Use metrics to improve processes • Evaluate business risks through analytics • Choose the right software and automation processes • Plan for your supply chain management certification and continuing education A single business decision in one department can have unplanned effects in one or more areas, such as purchasing or operations. Supply Chain Management For Dummies helps you grasp the connections between business lines for wiser decision making and planning.

ENTERPRISE SUPPLYCHAIN MANAGEMENT Integrating Best-in-Class Processes Is supply chain management all about forecasting? Or is it just a warehousing and transportation function? Demystifying the mystery supply chain management is for many, Enterprise Supply Chain Management: Integrating Best-in-Class Processes offers a comprehensive look at the role of this field within your own organization. Written by industry leader Vivek Sehgal, this book invites you to evaluate your current supply chain practices and leverage its best in class concepts to your own challenges. Drawing from the author's abundant research and analysis, this resourceful book shows how to manage a supply chain across an enterprise, encompassing technological, financial, procurement, and operational issues. You will find in this book a thoroughly functional view of supply chain, so you can readily understand the meaning of processes and where they fit into your company's big picture. This essential book covers: A primer on supply chain and finance Elements of a supply chain model The scope of the supply chain Demand and supply planning Supply chain network design Transportation and warehouse management Supply chain collaboration Reverse logistics management Supply chain technology Whether you are a business manager, an IT manager, or a supply chain student, if you are looking for more of a comprehensive understanding of what each of the supply chain processes in your organization brings to the table and how each functions as part of the whole, Enterprise Supply Chain Management: Integrating Best-in-Class Processes is for you. Immensely functional on all aspects of supply chain management, this guide clearly explains how each process works and the relationships among them, allowing you to start implementing best-in-class approaches in your organization.

Quantitative Methods in Supply Chain Management presents some of the most important methods and tools available for modeling and solving problems arising in the context of

supply chain management. In the context of this book, "solving problems" usually means designing efficient algorithms for obtaining high-quality solutions. The first chapter is an extensive optimization review covering continuous unconstrained and constrained linear and nonlinear optimization algorithms, as well as dynamic programming and discrete optimization exact methods and heuristics. The second chapter presents time-series forecasting methods together with prediction market techniques for demand forecasting of new products and services. The third chapter details models and algorithms for planning and scheduling with an emphasis on production planning and personnel scheduling. The fourth chapter presents deterministic and stochastic models for inventory control with a detailed analysis on periodic review systems and algorithmic development for optimal control of such systems. The fifth chapter discusses models and algorithms for location/allocation problems arising in supply chain management, and transportation problems arising in distribution management in particular, such as the vehicle routing problem and others. The sixth and final chapter presents a short list of new trends in supply chain management with a discussion of the related challenges that each new trend might bring along in the immediate to near future. Overall, Quantitative Methods in Supply Chain Management may be of particular interest to students and researchers in the fields of supply chain management, operations management, operations research, industrial engineering, and computer science.

'Supply Chain Management' illustrates the key drivers of good supply chain management in order to help students understand what creates a competitive advantage. It also provides strong coverage of analytic skills so that students can gauge the effectiveness of the techniques described.

Logistics and supply chains play a vital role in the overall success of retail management. This fifth edition of Logistics and Retail Management covers the major strides made in retail logistics and the challenges which remain, providing students and professionals with the current thinking and research in this strategic field. Including chapters on internationalization, corporate social responsibility (CSR), and green logistics, the book also explores examples from successful organizations such as Schuh and Tesco. Fully updated with the latest international developments and on-going changes in the field, Logistics and Retail Management, 5th edition is a multi-contributed collection from leading academics and practitioners and an expert editor team. The new edition also includes material on the luxury fashion industry and the logistical challenges of e-commerce.

Logistics and Retail Management, 5th edition is the essential text for students of retail logistics and supply chain management, now with supporting online resources.

This edited book presents 18 papers on Supply Chain Management and Logistics in Latin America which emerged from the second SCALE Latin American Conference in 2018. The collection covers a variety of relevant topics in SCM&L for the region, and also addresses its lack of cases and applied examples.

This exclusive Advanced Distribution Management Systems ADMS Self-Assessment will make you the trusted Advanced Distribution Management Systems ADMS domain Authority by revealing just what you need to know to be fluent and ready for any Advanced Distribution Management Systems ADMS challenge. How do I reduce the effort in the Advanced Distribution Management Systems ADMS work to be done to get problems solved? How can I ensure that plans of action include every Advanced Distribution Management Systems ADMS task and that every Advanced Distribution Management Systems ADMS outcome is in place? How will I save time investigating strategic and tactical options and ensuring Advanced Distribution Management Systems ADMS opportunity costs are low? How can I deliver tailored Advanced Distribution Management Systems ADMS advise instantly with structured going-forward plans? There's no better guide through these mind-expanding questions than acclaimed best-selling author Gerardus Blokdyk. Blokdyk ensures all Advanced Distribution Management Systems ADMS essentials are covered, from every angle: the Advanced Distribution Management Systems ADMS Self-Assessment shows succinctly and clearly that what needs to be clarified to organize the business/project activities and processes so that Advanced Distribution Management Systems ADMS outcomes are achieved. Contains extensive criteria grounded in past and current successful projects and activities by experienced Advanced Distribution Management Systems ADMS practitioners. Their mastery, combined with the uncommon elegance of the Self-Assessment, provides its superior value to you in knowing how to ensure the outcome of any efforts in Advanced Distribution Management Systems ADMS are maximized with professional results. Your purchase includes access to the \$249 value Advanced Distribution Management Systems ADMS Self-Assessment Dashboard download which gives you your dynamically prioritized projects-ready tool and shows your organization exactly what to do next. Your exclusive instant access details can be found in your book.

Containing revisions to areas, such as manufacturing logistics, integrated logistics, process design and home delivery, this handbook includes sections on warehouse receipt and despatch. Supply Chain Management (SCM) was once a "pie in the sky" concept that could not be fully achieved. A key barrier was the cost of communicating with and coordinating among the many independent suppliers in each supply chain. SCM is possible because of three changes: technology has developed that simplifies communication, new management paradigms have emerged, and the focus has shifted from product to customer. Supplying a product to the most customers possible in an effective and cost-efficient way is the primary goal of the sales and distribution sector of a business, since the profits from sales are responsible for the majority of an organization's revenue. However, with countless brands vying for the customers' attention, the ability to create a demand for a product and subsequently supply that demand is often the key to a business's success. There is a need for studies that seek to understand the complementary roles of an organization's sales force and distribution team to ensure relevancy in today's globalized world. Sales and Distribution Management for Organizational Growth is a pivotal reference source that provides vital research on the organization of sales and the sales force, their geographic deployment, and distribution and channel management including how to develop customer-oriented distribution systems. While highlighting topics including expense control, personnel training, and channel design, this book is ideally designed for business students, marketing professionals, executive members, finance analysts, operations employees, academicians, industry professionals, researchers, and students seeking current research on implementing sales strategy and distribution systems to maximize profits and remain a marketplace competitor.

Today, one of the top priorities of an organization's modern corporate strategy is to portray itself as socially responsible and environmentally sustainable. As a focal point of sustainability initiatives, green supply chain management has emerged as a key strategy that can provide competitive advantages with significant parallel gains for company profitability. In designing a

green supply chain, the intent is the adoption of comprehensive and cross-business sustainability principles, from the product conception stage to the end-of-life stage. In this context, green initiatives relate to tangible and intangible corporate benefits. Sustainability reports from numerous companies reveal that greening their supply chains has helped reduce operating cost, thus boosting effectiveness and efficiency while increasing sustainability of the business. Green Supply Chain Management provides a strategic overview of sustainable supply chain management, shedding light on the theoretical background and key principles of the topic. Specifically, this book covers various thematic areas including benefits and impact of green supply chain management; enablers and barriers on supply chain operations; inbound and outbound logistics considerations; and production, packaging and reverse logistics under the notion of "greening". The ultimate aim of this textbook is to highlight the challenges in the implementation of green supply chain management in modern companies and to provide a roadmap for decision-making in real-life cases. Combining chapter summaries and discussion questions, this book provides an accessible and student-friendly introduction to green supply change management and will be of great interest to students, scholars and practitioners in the fields of sustainable business and supply chain management.

Though India has become a lucrative market for various companies, the unique characteristics of its market throw up a variety of challenges. Sales and Distribution Management: An Indian Perspective aims to understand these challenges. Building on an understanding of the consumer decision process, the book defines the roles of marketing and selling strategies. Secondly adopting a customer-centric approach to sales and distribution management, the book deals with making strategic decisions keeping the end consumer in mind and making operational decisions keeping the channel member and the sales force in focus. It highlights the importance of behavioural transactions in completing a sale and also discusses the service orientation required for selling different products. With its unique approach, generalized frameworks, elaborate research and extensive data analysis, this book will be of immense value to sales and distribution professionals of the Indian corporate sector and marketing departments of national and multinational companies in India. It is a highly recommended reading for students and teachers in Indian business schools studying Sales Management and Distribution Management.

The latest book from a successful author team, this essential handbook provides the basic concepts, tools and techniques to support a supply chain excellence initiative. The book shows how to add value to an organisation through the optimum use of resources and supply chain elements and through the provision of improved customer satisfaction. Resources are defined as all available resources, whether owned or borrowed along the complete supply chain, from the supplier's supplier, through to the customer's customer. Specific supply chain issues and opportunities related to service industries, e-Supply Chain and emerging markets like India are key features of this book.

This book examines the managerial issues surrounding the creation and implementation of distribution strategies in the broader context of logistics management. Author Martin Christopher analyzes the strategic importance of the distribution function and the problems it involves, and presents practical guidance for the manager responsible for it. Using a total distribution framework, he reviews each aspect of the distribution process and explains how to design and implement appropriate systems. His analysis is supported throughout by diagrams, checklists, and case studies. Drawing upon the experiences of practicing managers in Europe, North America, Asia, and Australia, he concludes that although logistics problems are the same the world over, differences in language, culture, and management style have a substantial impact on the solutions developed.

Blockchain and Supply Chain Management combines discussions of blockchain and supply chains, linking technologies such as artificial intelligence, Internet of Things, satellite imagery, and machine vision. The book examines blockchain's basic concepts, relevant theories, and its roles in meeting key supply chain objectives. The book addresses problems related to inefficiency, opacity, and fraud, helping the digitization process, simplifying the value creation process, and facilitating collaboration. The book is balanced between blockchain and supply chain application and theory, covering the latest technological, organizational and regulatory developments in blockchain from a supply chain perspective. The book discusses the opportunities, barriers, and enablers of blockchain in supply chain policy, along with legal and ethical implications. Supply chain management faces massive disruption with the dynamic changes in global trade, the impact of Covid-19, and technological innovation. Entire industries are also being transformed by blockchain, with some of the most promising applications in supply chain management. Provides theoretical and practical insights into both blockchain and supply chains Features numerous illustrative case studies, boxes, tables, and figures Examines blockchain's impacts on supply chains in four key industries: Food and beverage, healthcare, pharmaceuticals, and finance

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Seminar paper from the year 2009 in the subject Business economics - Business Management, Corporate Governance, grade: 83 %, University of Western Sydney (Sydney Graduate School of Management), language: English, abstract: This assignment will explore various aspects of an efficient Supply Chain and Distribution Management System. The authors believe that after reading this work, a company knows exactly what needs to be considered when creating a successful Supply Chain and Distribution Management System. The examples, chosen in the text, of companies such as Dell, DHL, Wal-Mart, as well as Toyota illustrate how companies achieved improvements in their Supply Chain or Distribution Management System. Additionally, the authors explain various manufacturing processes used by different companies. What needs to be understood is that the costs, time and risks involved have to be carefully planned, evaluated and continuously observed as the environment can change very quickly. In today's environment it is supply chains competing against each other rather than companies competing against each other (Fynes, De Burca and Voss, 2005). "If you are not able to meet your customers

increasing specific demands, you will not be able to compete with those who can - and will" (i2, 2008).

Designed for students, young managers and seasoned practitioners alike, this handbook explains the nuts and bolts of the modern logistics and distribution world in plain language. Illustrated throughout, this second edition includes new chapters on areas previously not covered, such as: intermodal transport; benchmarking; environmental matters; and vehicle and depot security.

From one of the world's leading consultants, authors and practitioners in the area of supply chain management comes the most extensive coverage of the subject to date. Bringing more than 18 years of experience in logistics, manufacturing, purchasing, customer service, and supply chain management in a wide variety of industries, William Copacino offers his unique insight and recommendations in Supply Chain Management. This important book provides an overview of all areas of supply chain management in a concise yet informative style. Any busy executive or manager looking to deepen his or her understanding of supply chain management will find this efficient reading. Ideal for manufacturers, service companies, suppliers, distributors and retailers in consumer product, electronic, automotive, pharmaceutical and medical product industries. Provides strategies, tools and techniques for both executives and managers in production, purchasing, inventory control, customer service, distribution and accounting. Academicians will find it fits the growing needs of students studying business and especially production/operations management.

For undergraduate and MBA courses in industrial and medical distribution. The Fifth Edition of Distribution Management book provides the core concepts needed in managing a profitable distribution center.

Supply Chain Design and Management introduces the concept of a sharing mechanism that will ensure the sustainability of a supply chain by fair distribution of costs and benefits. This book provides a holistic view of the supply chain from product development, purchasing, manufacturing, distribution and storage, to retailing. The presentation of the enabling technologies in supply chain management will help companies better understand their options. § Provides a step-by-step framework for designing supply chains at the strategic level § Written for those who deal with the supply chains on a day-to-day basis as well as those new to the field § Provides a synthesis of best practices for managing supply chains at the tactical level § Provides a review of the state-of-the-art in enabling information technologies and business applications § Explains the concepts with examples from the industry and simple mathematical formulations § Is accessible to graduate students for an excellent understanding of how supply chains work and can join the industry armed with the knowledge of the workings of supply chains

The practice of supply chain management has become widespread in most industries. It is now included in the curriculum of many business schools in the United States and in many countries around the world. A number of professional associations, such as the American Production and Inventory Control Society and the Supply Chain Management Society, offer

Sales and Distribution Management, intended for students of MBA specializing in marketing, undertakes detailed discussions to explain and analyze techniques, and strategies used by marketers to deal with the increasing competition. With the rapid changes in technology, sales and distribution management has become very critical for the success of any business enterprise. The book is divided into 22 chapters and 2 modules. Module 1 focuses on Sales Management discussing the selling process, sales force automation, recruitment and selection of sales force, their training and compensation and more. Module 2 on Distribution Management covers ways of designing customer-oriented marketing and logistics channels, channel information system, application of e-commerce and managing the international channels of distribution. Besides students, the book with its application-oriented approach and new real life cases would also be useful to marketing professionals too.

The ninth edition of SUPPLY CHAIN MANAGEMENT: A LOGISTICS PERSPECTIVE refined its focus on the supply chain approach by blending logistics theory with practical applications and includes updated material on the latest technology, transportation regulations, pricing, and other issues. Each chapter opens with Supply Chain Profiles vignettes introducing students to real-world companies, people, and events. New and updated On the Line boxed features are applied examples providing students with hands-on managerial experience of the chapter's topics. Supply Chain Technology boxes appear throughout the text, helping students relate technological developments to supply chain management concepts and logistics practices while taking in consideration global changes. Short Cases at the end of each chapter are updated and build on what students have learned in the chapter. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

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