



**Colegio de San Juan de Letran**  
Dominican Avenue, Abucay, Bataan  
Library and Media Services

## **RESEARCH GUIDE: DISTRIBUTION MANAGEMENT**

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## RESEARCH GUIDES

### DISTRIBUTION MANAGEMENT

#### I. SCOPE NOTE

*The course covers the principles and functions of distribution management, the roles of marketing channels and physical distribution in the marketing system, the cost implications of management decisions involving distribution. [ched.gov](http://ched.gov)*

#### II. SEARCH AIDS (BT: Broader Term, RT: Related Term, NT: Narrow Term)

##### BT:

- Management

##### RT:

- Marketing Channels
- Marketing System
- Management Decisions
- Sales Management
- Sales Forecasting
- Budgeting
- Packaging
- Inventory
- Warehousing
- Logistics
- Supply Chain
- Channel of Distribution
- Transactional Function
- Logistical Function
- Facilitating Function
- Costs
- Marketing Audit
- International Market

##### NT:

- Direct Selling
- Selling Through Intermediaries
- Dual Distribution
- Reverse Channels
- Producer of the Product
- User of the Product
- Middlemen
- Buying
- Selling
- Risk Assumption

- Assembly
- Storage
- Transportation
- Post-purchase Service
- Information Dissemination
- Financing
- Channel Coordination
- Sales Force

### III. INFORMATION RESOURCES

#### A. LIBRARY RESOURCES

*Note: For the appropriate access credentials, please contact the Letran Bataan Library*

#### ➤ E-JOURNALS

- Journal of Enterprise Information Management.  
[https://www.proquest.com/central/publication/publications\\_51546](https://www.proquest.com/central/publication/publications_51546)
- IOP Conference Series. Earth and Environmental Science.  
[https://www.proquest.com/central/publication/publications\\_4998669](https://www.proquest.com/central/publication/publications_4998669)
- Genetic Resources and Crop Evolution.  
[https://www.proquest.com/central/publication/publications\\_2043738](https://www.proquest.com/central/publication/publications_2043738)
- International Review of Management and Marketing.  
[https://www.proquest.com/central/publication/publications\\_816339](https://www.proquest.com/central/publication/publications_816339)
- International Journal of Retail & Distribution Management.  
[https://search.proquest.com/central/publication/publications\\_38213](https://search.proquest.com/central/publication/publications_38213)
- International Journal of Energy Sector Management.  
[https://search.proquest.com/central/publication/publications\\_40404](https://search.proquest.com/central/publication/publications_40404)
- Journal of Marketing.  
[https://search.proquest.com/central/publication/publications\\_41809](https://search.proquest.com/central/publication/publications_41809)
- Information Systems and eBusiness Management.  
[https://search.proquest.com/central/publication/publications\\_43388](https://search.proquest.com/central/publication/publications_43388)
- Simulation. [https://search.proquest.com/central/publication/publications\\_40999](https://search.proquest.com/central/publication/publications_40999)
- International Journal of Information Technology and Decision Making.  
[https://search.proquest.com/central/publication/publications\\_2049870](https://search.proquest.com/central/publication/publications_2049870)
- Journal of Transport and Supply Chain Management.  
[https://search.proquest.com/central/publication/publications\\_2044908](https://search.proquest.com/central/publication/publications_2044908)
- International Journal of Physical Distribution & Logistics Management.  
[https://search.proquest.com/central/publication/publications\\_36646](https://search.proquest.com/central/publication/publications_36646)

#### ➤ E-THESES

- Yoo, W. (2004). Essays on the impact of the internet on distribution channel management (Order No. NQ93189). Available from ProQuest Central. (305056697). Retrieved from

- <https://www.proquest.com/dissertations-theses/essays-on-impact-internet-distribution-channel/docview/305056697/se-2?accountid=190548>
- Zhu, D. (2007). Asymmetric heavy -tailed distributions: Theory and applications to finance and risk management (Order No. NR32338). Available from ProQuest Central. (304754121). Retrieved from <https://www.proquest.com/dissertations-theses/asymmetric-heavy-tailed-distributions-theory/docview/304754121/se-2?accountid=190548>
  - Kaya, C. C. (2006). Essays on web content distribution management (Order No. 3238590). Available from ProQuest Central. (304952669). Retrieved from <https://search.proquest.com/docview/304952669?accountid=190548>
  - Dong, L. (1999). Contributions to inventory management in distribution channels (Order No. 9958090). Available from ProQuest Central. (304525815). Retrieved from <https://search.proquest.com/docview/304525815?accountid=190548>
  - Niraj, R. K. (2001). Essays in distribution channel management under demand uncertainty (Order No. 3016254). Available from ProQuest Central. (304733580). Retrieved from <https://search.proquest.com/docview/304733580?accountid=190548>
  - Al-Atrash, H. (2007). Integrated topologies and digital control for satellite power management and distribution systems (Order No. 3276348). Available from ProQuest Central. (304743700). Retrieved from <https://search.proquest.com/docview/304743700?accountid=190548>
  - Han, S. (2000). Portfolio management with stable distributions (Order No. 3020276). Available from ProQuest Central. (304587738). Retrieved from <https://search.proquest.com/docview/304587738?accountid=190548>
  - Wallis, J. C. (2012). The distribution of data management responsibility within scientific research groups (Order No. 3513859). Available from ProQuest Central. (1029942726). Retrieved from <https://search.proquest.com/docview/1029942726?accountid=190548>
  - Bazrafshan, M. (2014). Stochastic optimization for power management in radial distribution networks with renewable photovoltaic generation (Order No. 1565173). Available from ProQuest Central. (1615800531). Retrieved from <https://search.proquest.com/docview/1615800531?accountid=190548>
  - Cates, G. R. (2004). Improving project management with simulation and completion distribution functions (Order No. 3163592). Available from ProQuest Central. (305082349). Retrieved from <https://search.proquest.com/docview/305082349?accountid=190548>
  - Aiyedun, A. (2012). The role of logistics in product distribution of the supply chain management system (Order No. 3528926). Available from ProQuest Central. (1052114631). Retrieved from <https://search.proquest.com/docview/1052114631?accountid=190548>

## B. OPEN ACCESS

### ➤ FREE E-BOOKS

- Ross, David Frederick. (2015). Distribution Planning and Control: Managing in the Era of Supply Chain Management, Third Edition. New York: Springer.

- <https://www.pdfdrive.com/distribution-planning-and-control-managing-in-the-era-of-supply-chain-management-d176011872.html>
- Distribution Management & Marketing Mix. <https://www.pdfdrive.com/distribution-management-marketing-mix-d83265.html>
- Rahimi, Saeed K. (2010). Distributed Database Management Systems: A Practical Approach. New Jersey: John Wiley & Sons, Inc. <https://www.pdfdrive.com/distributed-database-management-systems-a-practical-approach-d18824069.html>
- Rushton, Alan. (2014). The handbook of logistics and distribution management: understanding the supply chain. London: Kogan Page. <https://www.pdfdrive.com/the-handbook-of-logistics-and-distribution-management-understanding-the-supply-chain-d185784544.html>
- Sales and Distribution Management. <https://www.pdfdrive.com/sales-and-distribution-management-d34430172.html>

#### ➤ FREE E-JOURNALS

- International Journal of Physical Distribution & Logistics Management. <https://www.emerald.com/insight/publication/issn/0960-0035>
- International Journal of Logistics Systems and Management. <https://www.inderscience.com/jhome.php?jcode=ijlsm>
- International Journal of Supply and Operations Management (IJSOM). <http://www.ijom.com/>
- The Journal of Distribution Science. <https://www.jds.or.kr/journal/intro.do?journalSeq=J000173>
- International Journal of Retail & Distribution Management. <https://www.emerald.com/insight/publication/issn/0959-0552>
- Logistics. <https://www.mdpi.com/journal/logistics>
- International Journal of Retail & Distribution Management. <https://www.emeraldgrouppublishing.com/journal/ijrdm>
- Journal of Supply Chain Management. <https://onlinelibrary.wiley.com/journal/1745493x>
- Journal of Business Logistics (JBL). <https://onlinelibrary.wiley.com/journal/21581592>
- International Journal of Supply Chain and Inventory Management. <https://www.inderscience.com/jhome.php?jcode=ijscim>

#### ➤ FREE E-THESES

- Hlongwana, N. D. (2014). An assessment of the effectiveness of management review as an ISO 14001:2004 continual improvement element: an Eskom distribution case study / Nokhuthala Deligence Hlongwan. (Thesis). North-West University. Retrieved from <http://hdl.handle.net/10394/10737>
- Saraja, R. S. (2013). Factors Affecting Supply Chain Management in Manufacturing Companies in Tanzania: Case Study of Tanzania Distillers Limited (TDL). (Masters Thesis). The Open University of Tanzania. Retrieved from <http://repository.out.ac.tz/973/>
- Curry, A. (2013). Distribution and management concept Corporate Social Responsibility: En studie av CSR-konceptets framställning i svensk populärmanagementpress. (Thesis).

- Luleå University of Technology. Retrieved from <http://urn.kb.se/resolve?urn=urn:nbn:se:ltu:diva-44234>
- Phoebe, M. (2011). Distribution strategy as a source of competitive advantage among commercial banks in Kenya . (Thesis). University of Nairobi. Retrieved from <http://erepository.uonbi.ac.ke:8080/xmlui/handle/123456789/12490>
  - Boyd, J. (2013). Design of an Energy Management System Using a Distribution Class Locational Marginal Price as a Discrete Control Signal. (Masters Thesis). Arizona State University. Retrieved from <http://repository.asu.edu/items/18778>
  - Attar, M. (2019). Distribution system congestion management through market mechanism. (Masters Thesis). Tampere University. Retrieved from <https://trepo.tuni.fi/handle/10024/117997>
  - Saraja, R. S. (2013). Factors Affecting Supply Chain Management in Manufacturing Companies in Tanzania: Case Study of Tanzania Distillers Limited (TDL). (Masters Thesis). The Open University of Tanzania. Retrieved from <http://repository.out.ac.tz/973/>
  - Arram, A. (2012). Management of Active Distribution Networks with High Penetration of Distributed Generation . (Thesis). Chalmers University of Technology. Retrieved from <http://hdl.handle.net/20.500.12380/162854>
  - Ansari, B. (2017). Energy management of smart distribution systems. (Doctoral Dissertation). Colorado School of Mines. Retrieved from <http://hdl.handle.net/11124/170977>
  - Nanchian, S. (2015). State estimation for active distribution network. (Doctoral Dissertation). Imperial College London. Retrieved from <http://hdl.handle.net/10044/1/58215>

### C. PROFESSIONAL ORGANIZATIONS

- Association for Supply Chain Management. <http://www.apics.org/>
- International Warehouse Logistics Association. <https://www.iwla.com/>
- The Council of Supply Chain Management Professionals. <https://cscmp.org/>
- Production and Operations Management Society (POMS). <https://www.poms.org/>
- Institute for Supply Management. <https://www.ismworld.org/>

### D. OTHER RELATED WEB PORTALS

- Green Supply Chain. <http://thegreensupplychain.com/>
- Logistics Viewpoints. <https://logisticsviewpoints.com/>
- Logistics Matter. <https://logisticsmatter.com/>
- Supply Chain Shaman. <https://www.supplychainshaman.com/>
- Retail Dive. <https://www.retaildive.com/>
- Distribution Management. <http://www.distributionmgmt.com/>
- Distribution Management: Definition, Advantages & Strategies. <https://www.netsuite.com/portal/resource/articles/erp/distribution-management.shtml>
- Inbound Logistics. <https://www.inboundlogistics.com/cms/index.php>
- Supply Chain Digital. <https://www.supplychaindigital.com/>
- Supply Chain Brain. <https://www.supplychainbrain.com/>
- Supply Chain Management Review. <https://www.scmr.com/>

- Logistics Management. <https://www.logisticsmgmt.com/>
- Supply Chain 24/7. <http://www.supplychain247.com/>

#### E. RELATED RESEARCH GUIDES

- Eastern Michigan University. <https://guides.emich.edu/c.php?g=187846&p=1241937>
- RMIT University. <https://rmit.libguides.com/c.php?g=336002&p=4398349>
- MIT Libraries. <https://libguides.mit.edu/scm>
- Duquesne Library. <https://guides.library.duq.edu/business-research/supplychain>
- ACC Libraries. <https://researchguides.austincc.edu/c.php?g=544374&p=3731577>
- University of Michigan. <https://kresgeguides.bus.umich.edu/SupplyChain>
- USC Libraries. <https://libguides.usc.edu/business/supplychain>

#### IV. TUTORIALS

- Supply Chain Management – Introduction. <https://www.youtube.com/watch?v=lbn8tohqncQ>
- Logistics Management – Introduction. [https://www.youtube.com/watch?v=Hf\\_ML38dSDM](https://www.youtube.com/watch?v=Hf_ML38dSDM)
- Logistics Management - Warehouse Integration. [https://www.youtube.com/watch?v=RDPuyjxwS\\_U](https://www.youtube.com/watch?v=RDPuyjxwS_U)
- Distribution Management System. [https://www.youtube.com/watch?v=Xc0xUxqmF\\_4](https://www.youtube.com/watch?v=Xc0xUxqmF_4)
- Logistics Management - Warehouse Integration. [https://www.youtube.com/watch?v=RDPuyjxwS\\_U](https://www.youtube.com/watch?v=RDPuyjxwS_U)
- Management of Distribution channel - Distribution channel management. [https://www.youtube.com/watch?v=l3AH1jcB8\\_I](https://www.youtube.com/watch?v=l3AH1jcB8_I)
- Introduction to Sales and Distribution Management. [https://www.youtube.com/watch?v=tTB52\\_VMCTc](https://www.youtube.com/watch?v=tTB52_VMCTc)
- What is Logistics Management? Definition & Importance in Supply Chain | AIMS UK. <https://www.youtube.com/watch?v=4-QU7WiVxh8>
- Module 1: What is Supply Chain Management? (ASU-WPC-SCM) - ASU's W. P. Carey School. <https://www.youtube.com/watch?v=Ml1QBxVjZAw>
- Distribution and Logistics Management. <https://www.youtube.com/watch?v=wmfOQJnI7pl>
- Sales and Distribution Management Tutorial. [https://www.tutorialspoint.com/sales\\_and\\_distribution\\_management/index.htm](https://www.tutorialspoint.com/sales_and_distribution_management/index.htm)
- Distribution Management System. [https://www.youtube.com/watch?v=Xc0xUxqmF\\_4](https://www.youtube.com/watch?v=Xc0xUxqmF_4)
- Distribution Strategy - An Introduction. <https://www.youtube.com/watch?v=cuPnPJCWJwU>
- Advanced Distribution Management System. <https://www.youtube.com/watch?v=e6Tkk5wXeWg>
- Module 1: What is Supply Chain Management? <https://www.youtube.com/watch?v=Ml1QBxVjZAw>
- Management of Distribution channel - Distribution channel management. [https://www.youtube.com/watch?v=l3AH1jcB8\\_I](https://www.youtube.com/watch?v=l3AH1jcB8_I)



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