



The distribution network has many stakeholders and participants. This course takes the learner on a journey to identify and analyse the various aspects that can impact the design of a successful distribution network. Whatever strategies are implemented related to the distribution network must align with the strategic direction of the organisation.

Benefits of attending this course

On completion of this course, the learner will be able to establish distribution relationships, design a distribution network and analyse the difference between distribution channels and distribution networks.

Course Options

- Classroom Facilitated – can be conducted on-site. Talk to us about this option
- Public courses – check the latest schedule for dates
- Digital Blended Learning – Download your text books and attend revision sessions
- Self-study – Download your Text books and assignments and complete at your own pace
- Customised – all learning materials can be customised to include internal SOP's

Who should attend and prerequisites

This course is intended for supply chain specialists who need to develop and implement international trade policies.

Learners should be competent in communication (NQF Level 5) and mathematics, (NQF Level 4), understanding of supply chain philosophy.

How to Book

Complete the form on our website to enquire about this course and make a booking.

Course Outline – Key Learning Points

- Stakeholders involved in a distribution channel are identified
- Examine the relationships that can exist within the distribution
- How relationships are established in order to benefit the organisation
- Distribution relationships are linked to specific supply chains within the organisation
- A distribution network is designed through estimating the impact of the various demand and supply strategies on the distribution network
- Centralised and decentralized distribution
- Strategies to optimise the effectiveness of the distribution network such as direct shipping, consolidation, bulk breaking etc
- Financial impact of various distribution alternatives
- Various ownership options in distribution are defined
- Financial and business advantages and disadvantages of the various ownership options
- The difference between distribution channels and networks is analysed
- The analysis process reflects the requirements of a distribution channel and network that is appropriate for specific market conditions
- The analysis process is aligned to organisational strategy and marketing plans
- The results are communicated to all stakeholders

Accreditation and Assessment

TETA Unit Standard: NLRD336703

This unit standard is on NQF Level 6 and has 5 credits.

Delegates are required to submit a Portfolio of Evidence (POE) and Final Summative Assessment (FSA) results in order to be accredited against this Unit Standard.

Duration and delivery options

This course is conducted over 1 day or 2 half days. A delivery schedule is provided for submission of POE's and FSA's. Flexible time slots can be agreed for groups of 8 or more.

All courses can also be taken on line at a reduced fee.

Where to next..?

After completing this course your next learning opportunities include, but not limited to:

- SCML11: Nat Certificate: Strategic Supply Chain Management
- SCMW01: Supply Chain and Materials Management
- US0412: Implement Strategic Logistics Solutions
- US0413: Fundamentals of International Trade

About BIZZCO

BIZZCO is an accredited training provider with MerSETA and TETA. We specialise in providing training and skills development services for the Supply Chain and Operations environment. We have a number of services specially designed to enhance the performance of your Supply Chain teams.

Why not try our **Competency Assessment** to measure the skills gaps in your Supply Chain? Our website has more information about this service.