

# DISTRIBUTION



## AND THE POWER OF PROFIT UNDERSTANDING THE KEY ROLE YOU PLAY IN THE DISTRIBUTION SYSTEM

- What is Distribution?
- How Distributors Work
- Distributor Economics
- Setting Prices for Profit
- Why Price Cutting Hurts
- Creating Great Customer Service
- Raising the Bar on Competitors
- Using Your Power of One
- Glossary of Distribution Terms
- Final Exam

**SELF STUDY PROGRAM**

# Understanding Your ABC's

(Activity Based Costing)

## ABC's

Authors: Dr. Demo Arthur Staavros  
Dr. Moshen Sharifi

- What is Activity Based Costing (ABC) System
- How the ABC System Works
- How to Select Your Process for Implementation
- Defining and Mapping the Process
- Analyze Cycle Time & Costs of Each Activity
- Continuous Improvement Through the ABM System About the Authors

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