



UNIVERSITÀ
DEGLI STUDI DI MILANO-BICOCCA

COURSE SYLLABUS

Sales and Trade Marketing

2324-2-F7701M098

Learning objectives

The course aims to study sales and trade marketing strategies in the light of globalization, liberalization and market digitization.

Contents

Approaches and methods of management of distribution channels and management of relations with commercial intermediaries will be discussed.

Detailed program

- Trade marketing environment: macro-environment, buyers, intermediate demand
- Multimedia distribution relationships: evolution of distribution channels, types of products, types of sectors, distribution at international stage
- Planning the right distribution channels: channel design, trade marketing, category marketing, partnerships

Measuring sales & trade performance: methods and tools

Prerequisites

none

Teaching methods

Frontal lessons and case studies presented by entrepreneurs/operators.

Assessment methods

Written exam (structured questions)

Textbooks and Reading Materials

Daniele Fornari e Alessandro Ghezzi, Retailing and Trade marketing. Le sfide commerciali nell'epoca della complessità, EGEA, 2023

Semester

II semester

Teaching language

Italian

Sustainable Development Goals
