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## Chapter 6: The Marketing Program

### IV. Supply Chain Strategy

- A. Supply chain management is essentially invisible to customers because the process occurs behind the scenes. Customers take these processes for granted and only notice interruptions of the supply chain.
- B. The picture is drastically different from the firm's perspective. Supply chain concerns now rank at the top of the list for achieving a sustainable advantage and true differentiation in the marketplace.
- C. Supply chain management consists of two interrelated components:
  - 1. *Marketing channels*—an organized system of marketing institutions, through which products, resources, information, funds, and/or product ownership flow from the point of production to the final user.
  - 2. *Physical distribution*—coordinating the flow of information and products among members of the channel to ensure the availability of products in the right places, in the right quantities, at the right times, and in a cost-efficient manner.
- D. The term *supply chain* expresses the connection and integration of all members of the marketing channel. Creating an extended enterprise requires investments in and commitment to three key factors: connectivity, community, and collaboration.
- E. The goal of channel integration is to create a seamless network of collaborating suppliers, vendors, buyers, and customers. [Exhibit 6.6]
- F. Strategic Supply Chain Issues
  - 1. The importance of the supply chain ultimately comes down to providing time, place, and possession utility for consumer and business buyers.

# Marketing Strategy Ferrell 6th

**Yan Bai**



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