

DISTRIBUTION MANAGER CERTIFICATION

As per International Standards



UNICHROME

Unichrone Training **Advantages**

- ✓ 2 Day Interactive Instructor-led Online/Classroom or Group Training
- ✓ Course study materials designed by subject matter experts
- ✓ Mock Tests to prepare in a best way
- ✓ Highly qualified, expert & accredited trainers with vast experience
- ✓ Enrich with Industry best practices and case studies and present trends
- ✓ Certified Distribution Manager Training Course adhered with International Standards
- ✓ End-to-end support via phone, mail, and chat
- ✓ Convenient Weekday/weekend Certified Distribution Manager Training Course schedule



About Unichrone

✓ We are a professional training institute with an extensive portfolio of professional certification courses. Our training programs are meant for those who want to expand their horizons by acquiring professional certifications across the spectrum. We train small- and medium-sized organizations all around the world, including in USA, Canada, Australia, UK, Ireland and Germany.



Guaranteed Quality



Handpicked Trainers



Global Presence



Online Training Option

We've trained professionals across global companies

Importance of Certified Distribution Manager Training

- ✓ Certified Distribution Manager, or CDM, is a certification offered to professionals who have undergone and passed exams indicating that they possess good knowledge in field of distribution management. The certification is intended to ensure that the distribution personnel, covering supply chain, logistics and warehousing personnel, etc. Those who are awarded CDM Certification are aircraft industry innovators and are capable of undertaking top management roles in organizations that deal with distribution. This credential is beneficial for anyone who would want to build up their portfolio in the distribution line.
- ✓ Certified Distribution Manager Certification Training's main objective is to educate participants with effective tools and techniques necessary to manage the distribution function effectively. Organizing knowledge and skills, our participants will fully understand supply chain management, inventory control, and general transportation and warehousing. Our trainers share their professional experiences and describe scenarios to which learners can relate and assimilate their acquired knowledge in their respective fields. Once they are through with CDM Training, then they will be in a position to address critical issues that relate to distribution networks, increased operational performance, and business success.

ELIGIBILITY CRITERIA

- ✓ Aspirants need not meet any requirements to pursue Distribution Manager Training Course. However, having prior knowledge is beneficial.

WHO SHOULD ATTEND

- ✓ Any individual who wants to gain skills to understand Distribution Management can enroll in the Distribution Manager Training course.

DISTRIBUTION MANAGER CERTIFICATION ADVANTAGES



CERTIFIES
YOUR TALENT



HELPS
BUILDING
VALUES



GLOBAL
RECOGNITION



PERFECT
EXECUTION



BUILDS
CUSTOMER
LOYALTY



MORE
EMPLOYABILITY
OPTIONS

Syllabus of Certified Distribution Manager Training

Lesson 01 – Introduction to Logistics

1.	Interfaces between Logistics Manufacturing
2.	Logistics: Manufacturing issues in Customer Service
3.	Production scheduling
4.	Interfaces between Logistics and Marketing

Lesson 02 – Material Management

1.	Introduction
2.	Objectives and Functions of Materials Management
3.	Functions of Material Management

Syllabus of Certified Distribution Manager Training

Lesson 03 – Marketing Channel

1.	What is Marketing Channel?
2.	The Nature of Marketing Channels
3.	Types of Intermediaries
4.	Contemporary Channel Scenario
5.	Non-traditional Channel Arrangements
6.	Non-store Retailing
7.	Direct Selling/Home Selling

Lesson 04 – Marketing Intermediaries

1.	Objectives
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Syllabus of Certified Distribution Manager Training

Lesson 05 – Function of Marketing Channel

1.	What is the Work of the Marketing Channel?
2.	Channel and Distribution Functions

Lesson 06 – Channel Design

1.	Designing a Channel System
2.	Channel Design: Segmentation
3.	Channel Design: Targeting

Syllabus of Certified Distribution Manager Training

Lesson 07 – Selection of Appropriate Channels

1.	The New Business Environment
2.	The Importance of SWOT Analysis
3.	Dealer Selection
4.	Creating and Administering the Channel

Lesson 08 – Channel Management

1.	Managing the Channel Member
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Syllabus of Certified Distribution Manager Training

Lesson 09 – Distribution Channel Management

1.	Functions of Marketing Channels
2.	Importance of Channel Distribution
3.	Types of Channel Arrangement
4.	Type of Channel Members
5.	Activities performed by marketing channels
6.	Role of Intermediary in a Marketing Channel
7.	Types of Intermediaries
8.	Difference between Direct and Indirect Marketing Channels
9.	Multiple Channels of Distribution
10.	Channel Flow
11.	Establishment Issues
12.	Level of Distribution Coverage
13.	Managing Marketing Channels
14.	Selecting Channel Members
15.	Implementing Channel Strategy
16.	Evaluating Channel Performance

Lesson 10 – Channel Motivation

1.	The Vision, Mission and Objectives
2.	Motivational Tools and Control Areas
3.	Risk Management

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Lesson 11 – Physical Distribution Concepts and Objectives

1.	Physical Distribution, Marketing Logistics, and Supply Chain Management
2.	Importance of Physical Distribution/Marketing Logistics

Lesson 12 – Components of Physical Distribution

1.	Transport
2.	Warehousing
3.	Inventory Management
4.	Production Control and Materials Requirement Planning

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Lesson 13– Distribution and the environment

1.	Introduction
2.	Environmental Effects
3.	Environmental Impact Assessment Tool
4.	The Environment Model
5.	Flow chart of Green Logistics
6.	Steps to for Improvement

Lesson 14– Warehousing

1.	Introduction
2.	Warehouse operating principles
3.	Warehouse strategy
4.	Planning the distribution warehouse
5.	Warehouse layout
6.	Types of Material handling systems in warehousing

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Lesson 15– Impact on Physical Distribution

1.	Introduction
2.	The Level of Information Sharing

Lesson 16– Supply Chain Management in Physical Distribution

1.	What is Supply Chain Management?
2.	Efficient Consumer Response
3.	Rapid Response
4.	Putting it All Together: What is the Right Supply Chain?
5.	Manufacturing Flow Management
6.	International Supply Chain and Logistics
7.	Supply Chain Management in Rural Areas

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Lesson 17– Distribution and Networking

1.	Factors Influencing Distribution Network Design
2.	Design Options for a Distribution Network
3.	Selecting a Distribution Network Design

Lesson 18– Monitoring and Benchmarking

1.	Monitoring
2.	The Balanced Scorecard
3.	KPI
4.	Financial Measures
5.	Benchmarking

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Lesson 19– Miscellaneous Topics

1.	Outsourcing
2.	Reverse Logistics
3.	Supply Chain Sustainability

Exam Format of Certified Distribution Manager Certification

Examination Format	
Exam Name	Distribution Manager Exam
Exam Format	Multiple Choice
Total Questions & Duration	30 Questions, 1 Hour
Passing Score	Minimum passing score of 70%
Exam Cost	Included in training fee

To get you fully prepared with the knowledge and skills for Distribution Manager, a training session at Unichrome gives immense importance to mock questions at the end of every module and problem-solving exercises within the session. Prepared by certified faculty, the practice tests are a true simulation of the Distribution Manager exam.

Contact Us

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<https://unichrone.com/>

