

**MARKETING**  
**SS II**  
**FIRST TERM**

**SUB-THEME 1: DISTRIBUTION MARKETING**

WEEK	TOPIC	PERFORMANCE OBJECTIVES	CONTENT	ACTIVITIES		TEACHING AND LEARNING RESOURCES	EVALUATION GUIDE
				TEACHER	STUDENTS		
1	Types and functions of Distribution I	Students should be able to: (1) state the meaning of distribution. (2) list the types of distribution.	(1) Distribution (2) Types of distribution.	Guides students to discuss the distribution and the types of distribution.	(1) Listen attentively to explanations. (2) Participate in discussion. (3) Ask questions. (4) Respond to teacher's questions.	(1) Textbooks (2) Diagram (3) Magazines (4) Pictures.	Students to: (1) define distribution. (2) list four types of distribution.
2	Types and functions of Distribution II	Students should be able to: (1) identify the channel of distribution (2) state the functions of each channel of distribution.	(1) Channel of distribution -wholesaler. (2) Functions of wholesaler.	(1) Guides students to discuss the channel of distribution. (2) Demonstrates the functions of the wholesaler.	(1) Listen attentively to explanations. (2) Participate in discussion. (3) Ask questions. (4) Respond to teacher's questions. (5) Observe teacher's demonstration.	(1) Textbooks (2) Diagram (3) Magazines (4) Pictures. (5) Chart.	Students to: (1) identify the channel of distribution. (2) explain two function of the wholesaler.
3	Types and functions of Distribution III	Students should be able to: (1) identify the channel of distribution. (2) state the functions of retailer as a channel of distribution.	(1) Channel of distribution -retailer (2) Functions of a retailer.	(1) Guides students to discuss the channel of distribution -retailer (2) Demonstrates the functions of the retailer.	(1) Listen attentively to explanations (2) Participate in discussion. (3) Ask questions (4) Respond to teacher's questions. (5) Observe teacher's demonstration.	(1) Textbooks (2) Diagram (3) Magazines (4) Pictures. (5) Chart.	Students to: (1) identify the channel of distribution. (2) explain functions of retailer.
4	Types and functions of Distribution IV	Students should be able to: (1) explain the term consumer in channel of distribution. (2) state the functions of a consumer.	(1) Consumer (2) Functions of consumer.	(1) Explains the meaning of consumer. (2) Guides students to discuss the functions of a consumer.	(1) Listen attentively to explanations. (2) Participate in discussion. (3) Ask questions. (4) Respond to teacher's questions. (5) Observe teacher's demonstration.	(1) Textbooks (2) Diagram (3) Magazines (4) Pictures. (5) Chart.	Students to: (1) explain the meaning of consumer. (2) state the functions of a consumer.

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**Yan Bai**



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