

Which of the following distribution channels does not involve intermediaries?

A: **Direct-to-consumer**

Which of the following is an example of direct channel?

A: **paying to have your teeth cleaned by dental hygienist**

In the John Deere example, who is the intermediary?

A: **the dealers**

What is the term used to describe all of the organizations that figure into any part of the process of producing, promoting, and delivering an offering?

A: **supply chain**

Where does the 'wholesaler' type of channel partner get its name?

A: **this type of channel partner resells goods 'whole' to other companies without transforming the goods.**

Who do wholesalers typically sell to?

A: **retailers**

What a benefit do limited-service wholesalers provide for their customers?

A: **lower prices**

Which of these refers to a person whose role is limited to negotiating sales contracts for producers?

A: **broker**

Which statement accurately describes manufacturers sales offices or branches?

A: **they work directly for manufacturers**

What term is used for a giant specialty store that sells a high volume of particular type of product?

A: **category killer**

What do warehouse clubs require of their customers?

A: **that they become members by paying an annual fee**

What is the name for discount retailers that operate under the brand name of a single manufacturer?

A: **outlet stores**

Why should a company with a large amount of customers around the country choose a distributor network that sells similar products?

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