

1. BASIC INFORMATION

Subject/Module	Commercial Distribution I
Titration	Degree in Marketing
Faculty/School	Facultad de Ciencias Sociales
Course	1
Credits (ECTS)	6 ECTS
Character	Basic
Language/s	Spanish and English
Modality	Presential
Semester	Second semester
Academic year	2025-2026
Coordinating Teacher	

2. PRESENTATION

The importance of commercial distribution as a strategic variable of the Marketing Mix (placement) is studied, and then the different types of intermediaries that participate in the distribution process, their need, and the functions they perform are analyzed. The different distribution strategies that exist and the relationships (collaboration and conflict) that occur within the distribution channels are also studied. All of the above is supported by practical cases that show what the current reality of commercial distribution is, from consumer products to services. At the end of the course, the student will be able to: analyze and understand the functioning of an existing distribution system in a market; designing a distribution system for a brand or company in a market; and professionally manage (selection, motivation, control, etc.) the distribution channel of a brand or product.

3. LEARNING OUTCOMES

Knowledge:

KNO01. Explain the concepts related to the management and administration of companies and businesses in general, as well as marketing and commercial communication in particular.

- Identify intermediary agents and understand their role.

KNO05. Describe the consumer's purchasing process, their rational and emotional behavior, as well as their needs, from the basis of traditional economics, to the new disciplines of consumer psychosociology and neuromarketing.

- Describe the operation of an existing distribution system in a sector and/or market.

Skills:

SK03. Provide solutions to potential business and marketing problems, by designing viable and effective proposals.

SK04. Manage the tools they will use in their incorporation into the world of work in the area of digital marketing, market research and data analysis.

- Design a distribution system for a brand or company in a sector and/or market.
- Negotiate with different agents in the distribution chain.
- Professionally manage the distribution channel of a brand or product.
- Assess the most competitive distribution strategies.

Competences:

CMPT03. Analyze and synthesize the results of market reports and studies and take them as a basis for decision-making applied to marketing.

CMPT21. Use information and communication technologies for data research and analysis, research, communication and learning.

4. CONTENTS

The contents of the subject/module are indicated below:

- Concept, structure, composition and legal aspects of distribution channels.
- Multichannel and omnichannel.
- Nature, functions and types of wholesale and retail companies.
- Location of retail companies: spatial evaluation and location selection
- Retail Merchandising decisions: management of the offer presented to the customer.
- Distribution strategy adopted by the manufacturer: design and selection of distribution channels and analysis of manufacturer-distributor relationships

5. TEACHING-LEARNING METHODOLOGIES

The types of teaching-learning methodologies that will be developed throughout the subject/module are indicated below:

- Master class .
- Case method.
- Project-based learning.

6. LEARNINGS ACTIVITIES

The types of training activities planned are detailed below, including the dedication in hours expected by the student for each of them:

Training activity	Number of hours
Lectures	10
Practical application seminars	20
Case Analysis	20
Preparation of reports and writings	7
Research and projects	15
Freelance work	56
Debates and colloquia	8
Academic tutoring	12
Face-to-face tests and assessment	2
TOTAL	150

7. CONTINUOUS ASSESSMENT

Each assessable learning activity represents an opportunity for the student to make progress, receive feedback, and consolidate knowledge, skills, and competences. The Learning Outcomes outlined in this guide provide direction for this process and serve as benchmarks for their achievement.

Listed below are the assessment systems used and the weight each one carries towards the final course/module grade:

Campus-based mode:

Evaluation system	Weight (%)
Face-to-face knowledge tests	40%-50%
Reports and Briefs	10%-20%
Case/Problem	20%-30%
Research and projects	10%-20%

In the Virtual Campus, when you access the corresponding course/module you will find information regarding the evaluation systems, including the due dates and the procedures applicable to each of them.

7.1. First exam period

In order to pass the course/module in the ordinary call, the student must obtain a grade greater than or equal to 5.0 (out of 10), in all the evaluation systems proposed in this guide. The final grade will be calculated from the weighted average of all the evaluation systems described.

If in any of the evaluation systems proposed in this guide, a grade lower than 5.0 (out of 10) is obtained, the final grade of the course/module will be “fail” even if, in the result of the weighted average, a value higher than 5.0 (out of 10) is obtained. In the latter case, the course/module would still be “failed” obtaining a final grade of 4.0 (out of 10).

Delivery of activities

Compliance with deadlines is essential to ensure the fairness and planning of the training process.

In case of not submitting an evaluable formative activity in due time and form, and without prior justification, it will not be evaluated and, therefore, will be recorded as “not submitted”.

The student is encouraged to communicate with sufficient time in advance to the teacher of the course/module, any difficulty that may affect their participation in any activity.

Attendance

Active participation in the training sessions is a key component of learning. In order to pass the course/module, at least 50% attendance is required. If this minimum percentage is not reached, the teacher may consider the course/module as “failed”, according to the evaluation regulations of the Universidad Europea de Andalucía.

7.2. Second exam period

The extraordinary exam offers a new opportunity for students to demonstrate their learning. To pass it, it will be necessary to obtain a final grade (weighted average) equal to or higher than 5.0 (out of 10.0).

Delivery of activities

The student must submit and pass those mandatory training activities not delivered or not passed in the ordinary call, respecting the new deadlines established. In case of failure to comply with these new deadlines, the activity will not be evaluated and, therefore, will be recorded as “not presented”.

8. SCHEDULE

This section presents the schedule with the delivery dates of the assessable activities of the subject:

Assessable activities	Date
Activity 1	Week 2-3
Activity 2	Week 5-6
Activity 3	Week 8-9
Face-to-face knowledge test	Week 17-18

This schedule may be modified for logistical reasons of the activities. Any modification will be notified to the student in a timely manner.

9. REFERENCES

The reference work for the follow-up of the subject is:

- Díez de Castro, E. Commercial distribution. McGraw Hill, 2004.
- Aparicio, G. and Zorrilla, P. Commercial distribution in the omnichannel era. Pirámide, 2015. • Díez de Castro, E. Commercial distribution. McGraw Hill, 2004.
- Rodríguez –Ardura, I. Digital Marketing and Electronic Commerce. Pirámide, 2014.
- Sainz de Vicuña, J.M. Commercial distribution: strategic options. ESIC, 2000.
- Underhill, P. Why we buy. The science of shopping. Gestión 2000, 2006.
- Vázquez-Casielles, R. and Trespacios-Gutiérrez, J. Commercial distribution strategies. Paraninfo, 2009.

10. AREA OF GUIDANCE, DIVERSITY AND INCLUSION

The Orientation, Diversity and Inclusion Area (ODI) offers support to students throughout their university career, with the purpose of facilitating their academic and personal development, and supporting them in achieving their goals. This area focuses its work on three fundamental pillars: the inclusion of students with specific educational support needs, the promotion of universal accessibility in the educational community and the guarantee of equal opportunities for all.

Among the services offered are:

- **Academic accompaniment and monitoring**, through the provision of counseling and the development of personalized plans aimed at those who need to improve their academic performance.
- **Attention to diversity**, through the implementation of non-significant curricular adjustments - in methodological and evaluation aspects - for students with specific educational support needs, in order to guarantee equal opportunities.
- **Extracurricular training resources**, aimed at the development of personal and professional skills that contribute to the integral growth of students.
- **Vocational guidance**, through the provision of tools and advice to those who have concerns about their choice of degree or are considering a change in their training path.

Students who need educational support can contact the area through the following email: orientacioneducativa@universidadeuropea.es

11. ONLINE SURVEYS

Participating in satisfaction surveys is an enriching opportunity to contribute to the continuous improvement of the degree, as well as the institution. Thanks to them, it is possible to identify which aspects of academics, the teaching team and the teaching-learning process are working well and which can continue to be improved.

With the aim of encouraging active participation in the completion of surveys among students, different dissemination channels have been launched. The surveys are available in the space set up on the Virtual Campus and are also sent by email for easy access.

The answers collected allow decisions to be made that have a direct impact on the quality of the training experience and on the day-to-day life of the university community.