



# Certified Distribution Manager VS-1202

**V-Skills Certifications**

**A Government of India  
&  
Government of NCT Delhi Initiative**

**V-Skills**



# Certified Distribution Manager

### Certification Code VS-1202

Vskills certification for Distribution Manager assesses the candidate as per the company's need for managing ordering and distribution of products, parts and accessories. The certification tests the candidates on various areas in distribution management which includes logistics, material management, transportation, warehousing, physical distribution, marketing channel, channel management, monitoring and benchmarking. .

### Why should one take this certification?

This Course is intended for professionals and graduates wanting to excel in their chosen areas. It is also well suited for those who are already working and would like to take certification for further career progression.

Earning Vskills Distribution Manager Certification can help candidate differentiate in today's competitive job market, broaden their employment opportunities by displaying their advanced skills, and result in higher earning potential.

### Who will benefit from taking this certification?

Job seekers looking to find employment in distribution, logistics and supply chain departments of various companies, students generally wanting to improve their skill set and make their CV stronger and existing employees looking for a better role can prove their employers the value of their skills through this certification.

### Test Details

- **Duration:** 60 minutes
- **No. of questions:** 50
- **Maximum marks:** 50, Passing marks: 25 (50%)

There is no negative marking in this module.

### Fee Structure

Rs. 3,000/- (Includes all taxes)

### Companies that hire Vskills Distribution Manager

Distribution Managers are in great demand. Companies specializing in distribution, logistics or supply chain are constantly hiring skilled distribution managers. Various public and private companies also need distribution managers for their distribution, logistics and supply chain departments.

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## **1. Introduction to Logistics**

- 1.1 Interfaces between Logistics Manufacturing
- 1.2 Logistics: Manufacturing issues in Customer Service
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- 2.2 Objectives and Functions of Materials Management
- 2.3 Functions of Material Management

## **3. Marketing Channel**

- 3.1 What is Marketing Channel?
- 3.2 The Nature of Marketing Channels
- 3.3 Types of Intermediaries
- 3.4 Contemporary Channel Scenario in India
- 3.5 Non-traditional Channel Arrangements
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- 3.7 Direct Selling/Home Selling

## **4. Marketing Intermediaries**

- 4.1 Objectives

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- 5.1 What is the Work of the Marketing Channel?
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## **8. Channel Management**

- 8.1 Managing the Channel Member

## **9. Distribution Channel Management**

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## **10. Channel Motivation**

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## **11. Physical Distribution Concepts and Objective**

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- 16.1 What is Supply Chain Management?
- 16.2 Efficient Consumer Response
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- 16.6 International Supply Chain and Logistics
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- 17.2 Design Options for a Distribution Network
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- 18.1 Monitoring
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**19. Miscellaneous Topics**

- 19.1 Outsourcing
- 19.2 Reverse logistics
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## Sample Questions

1. The direct channel has this limitation.

- A. market exploitation
- B. control
- C. communication
- D. cost

2. Which mode of transportation is considered to be the least expensive?

- A. Water
- B. Road
- C. Rail
- D. Pipeline

3. The basic service benefits of warehousing are \_\_\_\_\_.

- A. Assortment
- B. Financing
- C. Spot Stock
- D. Mixing

4. Distribution centers emphasize \_\_\_\_\_ and their primary purpose is to maximize \_\_\_\_\_.

- A. product storage; throughput
- B. product storage; usage of available storage space
- C. rapid movement of product; throughput
- D. rapid movement of product; usage of available storage space

5. Most producers use \_\_\_\_\_ to bring their products to market.

- A. detailers
- B. intermediaries
- C. expeditors
- D. agents

**Answers: 1 (D), 2 (A), 3 (B), 4 (C), 5 (B)**

## Certifications

### ► Accounting, Banking & Finance

- Certified AML- KYC Compliance Officer
- Certified Business Accountant
- Certified Commercial Banker
- Certified Equity Research Analyst
- Certified Foreign Exchange Professional
- Certified Hedge Fund Manager
- Certified Merger and Acquisition Analyst
- Certified Tally 9.0 Professional
- Certified Treasury Markets Professional
- Certified Wealth Manager

### ► Foreign Trade

- Certified Export Import (Foreign Trade) Professional

### ► Hospitality

- Certified Restaurant Team Member (Hospitality)

### ► Human Resources

- Certified HR Compensation Manager
- Certified HR Staffing Manager
- Certified Human Resources Manager
- Certified Performance Appraisal Manager

### ► Logistics & Supply Chain Management

- Certified International Logistics Professional
- Certified Logistics & SCM Professional
- Certified Purchase Manager

### ► Law

- Certified IPR & Legal Manager

### ► Life Skills

- Certified Business Communication Specialist
- Certified Public Relations Officer

### ► Media

- Certified Advertising Manager
- Certified Advertising Sales Professional

### ► Office Skills

- Certified Data Entry Operator
- Certified Office Administrator

### ► Project Management

- Certified Project Management Professional

### ► Real Estate

- Certified Real Estate Consultant

### ► Information Technology

- Certified Android Apps Developer
- Certified ASP.NET Programmer
- Certified Basic Network Support Professional
- Certified Business Intelligence Professional
- Certified C# Professional
- Certified CAD Professional
- Certified Cloud Computing Professional
- Certified Computer Fundamentals (MS Office) Professional
- Certified Core Java Developer
- Certified CSS Designer
- Certified Data Mining and Warehousing Professional
- Certified DHTML & Javascript Developer
- Certified Django Developer
- Certified DTP operator
- Certified E-commerce Professional
- Certified E-Governance Professional
- Certified Enterprise Applications Integration Specialist (Biztalk)
- Certified Ethical Hacking and Security Professional
- Certified Facebook Apps Developer
- Certified Grid Computing Professional
- Certified Hadoop and Mapreduce Professional
- Certified HTML Designer
- Certified HTML5 Developer
- Certified iPhone Apps Developer
- Certified IT Support Professional
- Certified J2ME Programmer
- Certified Joomla Developer
- Certified Linux Administrator
- Certified Magento Professional
- Certified MySQL DB Administrator
- Certified Network Security Professional
- Certified Open Source CMS (Drupal) Professional
- Certified PHP Professional
- Certified PL/SQL Developer
- Certified Python Professional
- Certified Router Support Professional
- Certified Selenium Professional
- Certified SEO Professional
- Certified Software Quality Assurance Professional
- Certified Software Security Professional
- Certified Software Testing Professional
- Certified SQL Server 2008 Programmer
- Certified WiMax(4G) Professional
- Certified Wordpress Developer
- Certified XML Developer

### ► Sales, BPO

- Certified Telesales Executive

Contact us at:

**V-Skills**

011-473 44 723 or [info@vskills.in](mailto:info@vskills.in)

**Intelligent Communication Systems India Limited**

DSIIDC Administrative Building,  
Okhla Industrial Estate-III, New Delhi-110020

[www.vskills.in](http://www.vskills.in)