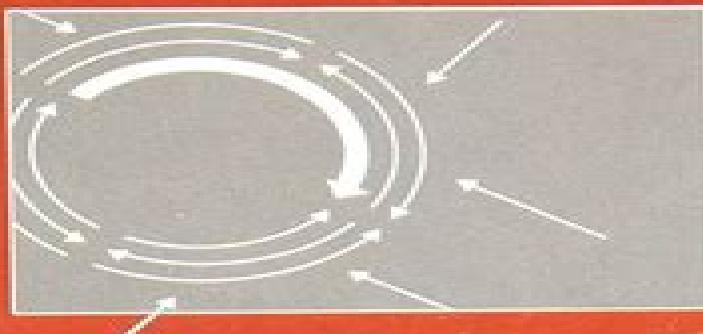
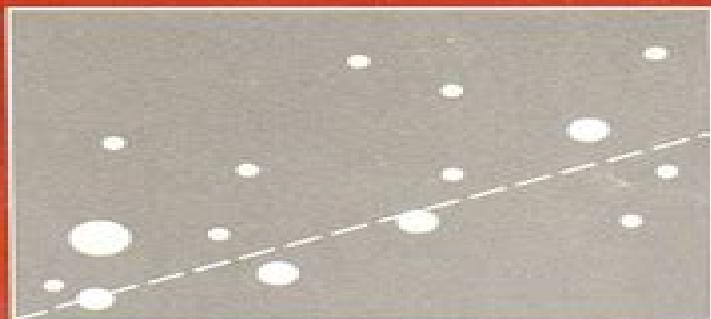


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Management School of Business Administration University of Southern California Los Angeles Professor Frazier's research has focused on the structuring and management of channels of distribution especially how channel relationships are coordinated to create value for the channel's customers. He has conducted research on channels of distribution in Europe and India as well as in the United States. He heads the Program in Distribution Management at USC supported by distributors with over 10 billion in annual sales. Dr. Jagdish Jag N. Sheth is the Charles H. Kellstadt Professor of Marketing in the Goizueta Business School at Emory University. Prior positions include the University of Southern California, the University of Illinois, the faculty of Columbia University and the Massachusetts Institute of Technology. Dr. Sheth is well known for his scholarly contributions in consumer behavior, relationship marketing, competitive strategy, and geopolitical analysis. Marketing Classics Press was established to serve the field of Marketing by preserving the seminal work of the discipline and ensuring it is accessible to future generations of scholars. Founding authors and key associations have identified key works which are available in electronic and print versions.

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