Course title: Collaborative Management in Supply Networks  
Course code: 43051  
Scientific sector: ING-IND/35  
Degree: Bachelor in Industrial and Mechanical Engineering (L-9)  
Semester: 2  
Year: III  
Academic year: 2016/17  
Credits: 5  
Modular: no

Total lecturing hours: 42  
Total lab hours: 0  
Total exercise hours: 0  
Attendance: Highly recommended  
Prerequisites: Basics in logistics and supply chain management

Course page: https://www.unibz.it/it/faculties/sciencetechnology/academic-staff/person/37676-hartmut-zadek

Specific educational objectives

Type of course:
Lecture and interactive exercises, partly PC-based business game, team role play

Scientific area: Supply Chain and Collaborative Management

The course is designed for acquiring professional skills and knowledge in supply chain and collaborative management.  
- Challenges in collaborative management  
- Win-win-partnerships and their benefits  
- Cost-Benefit-Sharing  
- Culture of trust and rules  
- Collaborative IT-Tools for controlling supply networks  
- Key Performance Indicator System  
- Interactive role-playing  
- Best practices of industry, trade and logistics service providers

Educational objectives:  
- Understanding collaboration in supply networks as a success factor to realize a win-win-partnership  
- Information deficiencies in logistics networks  
- Coordination and controlling deficiencies in networks  
- Technical and power-political roles in networks  
- Approaches and rules of behavior  
- Solution-oriented negotiating / Contract negotiations  
- learn english vocabulary in supply chain management  
- train soft skills (team work, presentations etc.)
| Lecturer | Prof. Dr.-Ing. Hartmut Zadek  
| Hartmut.Zadek@unibz.it  
| https://www.unibz.it/it/faculties/sciencetechnology/academic-staff/person/37676-hartmut-zadek |
| Scientific sector of the lecturer | Logistics and Supply Chain Management |
| Teaching language | English |
| Office hours | From Monday to Thursday, upon email request |
| Teaching assistant (if any) | Int.-Dipl.-Kffr. Judith Zadek |
| Office hours | |
| List of topics covered | Frontal lectures, exercises, business game, role play |
| Teaching format | |

### Learning outcomes

**Knowledge and understanding:**
Supply Chains and collaboration for win-win-partnership

**Applying knowledge and understanding:**
- Learning by doing in business games gives the opportunity to apply the lessons learned immediately.
- Making judgements by listening to and discussing the presentations of the other students, by interpreting key performance indicators (KPI).

**Communication skills:**
Presentations in foreign language in front of class, develop solutions in small and large teams

**Learning skills:**
- Information deficiencies in logistics networks
- Coordination & controlling deficiencies in networks
- Technical and power-political roles in networks
- Approaches and rules of behavior
- Solution-oriented negotiating

### Assessment

**Oral, lab and project work:** oral exam with review questions, oral exam to test knowledge application skills, evaluation of results (KPI), written exercises and project reports done in groups.

**Assessment language**
English

**Evaluation criteria and criteria for awarding marks**

| The Fresh Connection (teams á 4 students) | 30% |
| a) KPI Return on investment (team result) (10%) |
| b) Presentation Supply Chain Mapping (team) (10%) |
| c) Presentation Supply Chain Strategy (team) (10%) |

| Role-playing Game (teams á 10 students) | 30% |
| a) statement preparation (individual result) (10%) |
| b) statement free speach (individual result) (10%) |
| c) discussion ~45-60 min. (individual result) (10%) |
### Collaborative Mgmt. Game (teams à 10 students) 20%

- a) optimization ideas (content) (team result) (10%)
- b) presentation optimization ideas (team result) (10%)
- c) practical better KPIs (team result) bonus

Final Report (written individual) 20%
(report success factor & lessons learned all three Games)

<table>
<thead>
<tr>
<th>Required readings</th>
<th>Handouts of the course supplemented by extracts of selected books and Internet websites.</th>
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<tbody>
<tr>
<td>Supplementary readings</td>
<td>Not required</td>
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