

## Syllabus

### Course description

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

<b>Total lecturing hours</b>	42
<b>Total lab hours</b>	0
<b>Total exercise hours</b>	0
<b>Attendance</b>	Highly recommended
<b>Prerequisites</b>	Basics in logistics and supply chain management
<b>Course page</b>	<a href="https://www.unibz.it/it/faculties/sciencetechnology/academic-staff/person/37676-hartmut-zadek">https://www.unibz.it/it/faculties/sciencetechnology/academic-staff/person/37676-hartmut-zadek</a>

<b>Specific educational objectives</b>	<p>Type of course: Lecture and interactive exercises, partly PC-based business game, team role play</p> <p>Scientific area: Supply Chain and Collaborative Management</p> <p>The course is designed for acquiring professional skills and knowledge in supply chain and collaborative management.</p> <ul style="list-style-type: none"> <li>• Challenges in collaborative management</li> <li>• Win-win-partnerships and their benefits</li> <li>• Cost-Benefit-Sharing</li> <li>• Culture of trust and rules</li> <li>• Collaborative IT-Tools for controlling supply networks</li> <li>• Key Performance Indicator System</li> <li>• Interactive role-playing</li> <li>• Best practices of industry, trade and logistics service providers</li> </ul> <p>Educational objectives:</p> <ul style="list-style-type: none"> <li>• Understanding collaboration in supply networks as a success factor to realize a win-win-partnership</li> <li>• Information deficiencies in logistics networks</li> <li>• Coordination and controlling deficiencies in networks</li> <li>• Technical and power-political roles in networks</li> <li>• Approaches and rules of behavior</li> <li>• Solution-oriented negotiating / Contract negotiations</li> <li>• learn english vocabulary in supply chain management</li> <li>• train soft skills (team work, presentations etc.)</li> </ul>
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<b>Lecturer</b>	Prof. Dr.-Ing. Hartmut Zadek <a href="mailto:Hartmut.Zadek@unibz.it">Hartmut.Zadek@unibz.it</a> <a href="https://www.unibz.it/it/faculties/sciencetechnology/academic-staff/person/37676-hartmut-zadek">https://www.unibz.it/it/faculties/sciencetechnology/academic-staff/person/37676-hartmut-zadek</a>
<b>Scientific sector of the lecturer</b>	Logistics and Supply Chain Management
<b>Teaching language</b>	English
<b>Office hours</b>	From Monday to Thursday, upon email request
<b>Teaching assistant (if any )</b>	Int.-Dipl.-Kffr. Judith Zadek
<b>Office hours</b>	
<b>List of topics covered</b>	
<b>Teaching format</b>	Frontal lectures, exercises, business game, role play
<b>Learning outcomes</b>	<p>Knowledge and understanding: Supply Chains and collaboration for win-win-partnership</p> <p>Applying knowledge and understanding:</p> <ul style="list-style-type: none"> <li>• Learning by doing in business games gives the opportunity to apply the lessons learned immediatly.</li> <li>• Making judgements by listening to and discussing the presentations of the other students, by interpreting key performance indicators (KPI).</li> </ul> <p>Communication skills: Presentations in foreign language in front of class, develop solutions in small and large teams</p> <p>Learning skills:</p> <ul style="list-style-type: none"> <li>• Information deficiencies in logistics networks</li> <li>• Coordination &amp; controlling deficiencies in networks</li> <li>• Technical and power-political roles in networks</li> <li>• Approaches and rules of behavior</li> <li>• Solution-oriented negotiating</li> </ul>
<b>Assessment</b>	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.
<b>Assessment language</b>	English
<b>Evaluation criteria and criteria for awarding marks</b>	<p>The Fresh Connection (teams á 4 students) 30%</p> <p>a) KPI Return on investment (team result) (10%)            b) Presentation Supply Chain Mapping (team) (10%)            c) Presentation Supply Chain Strategy (team) (10%)</p> <p>Role-playing Game (teams á 10 students) 30%</p> <p>a) statement preparation (individual result) (10%)            b) statement free speech (individual result) (10%)            c) discussion ~45-60 min. (individual result) (10%)</p>

	<p>Collaborative Mgmt. Game (teams á 10 students) 20%</p> <p>a) optimization ideas (content) (team result) (10%)</p> <p>b) presentation optimization ideas (team result) (10%)</p> <p>c) practical better KPIs (team result) bonus</p> <p>Final Report (written individual) 20%</p> <p>(report success factor &amp; lessons learned all three Games)</p>
<b>Required readings</b>	Handouts of the course supplemented by extracts of selected books and Internet websites.
<b>Supplementary readings</b>	Not required