Module Guide

Managing Business Logistics and Negotiations

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BBS_5_MBL_S2

Business School

Level 5

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1. MODULE DETAILS

Module Reference Number:	BBS_5MBL1819
Credit Value:	20 Cats Points
Student Study Hours:	200 Contact
Hours:	60
Private Study Hours:	140
Prerequisite Learning (If applicable):	None
Co-requisite Modules (If applicable):	None
Course(s):	
Year and Semester:	Year Two, Semester Two
Course Director:	Howard White (Email: whiteh8@lsbu.ac.uk)
Module Coordinator:	Francis Babayemi (MC)
Contact Details (Tel, Email, Room):	babyef3@lsbu.ac.uk
Teaching Team & Contact Details:	Natalie Palmer (palmern7@lsbu.ac.uk)
	Salem Bekele (bekeles5@lsbu.ac.uk)
	Sultana Ashiq (ashiqs@lsbu.ac.uk)
	Shameem Shaffi (shameems@lsbu.ac.uk)
Subject Area:	Supply Chain Management
Summary of Assessment Method:	Individual Assignment 1 (50%)
	Individual Assignment 2 (50%)
	Minimum Mark per assessment 40%
	Minimum Pass Mark for Module 40%
External Examiner appointed for module:	Dave Bolton

2. SHORT DESCRIPTION

Companies have to compete within a certain quality, speed and cost frame according to their strategic positioning and deliver what they promise the customer. This module demonstrates the importance of an efficient supply chain management system which includes procurement and logistics management.

Students will gain a clear understanding of the scope and function of procurement and logistics within the retail, services and manufacturing environment as well as how to identify Value and Cost in order to negotiate effectively.

Moreover, students will work on case studies, individual and group exercises to explore both the strategies and the challenges of transporting goods/services across global and local

networks towards obtaining a thorough understanding of the best practices followed like Lean in Logistics, Business Ethics in practice and how technology can support decision making and monitoring operations.

3. AIMS OF THE MODULE

This module aims to build an understanding of the key skills and tasks for managing supply chain business operations efficiently in a changing market environment.

There are two overriding aims and objectives:

1. To develop critical knowledge and an in depth understanding of the <u>key goals and functions of supply chain management</u> which branch into two dimensions:

   a. Develop the knowledge to<u> manage the daily operations within a procurement and logistics</u>.
   b. Develop the skill to evaluate events and factors that impact supply chain operations and mitigate against risks to ensure business continuity

2. To develop the skills to negotiate successfully with regards to the business context of supply chain management.

4. LEARNING OUTCOMES

4.1   Knowledge and Understanding

- Understand the added value that can be achieved through procurement, negotiations and supply chain management with regards to an organization's competitive advantage
- Gain the knowledge and the tactics to negotiate beneficial commercial agreements with external partners
- Learn to evaluate an organization's supply chain strategy and how it can be supported through its daily operations
- Learn how to improve supply chain operations using Lean techniques
- Understand how technology impacts supply chain operations
- Learn how to manage supply chain operations with regards to Business Ethics and Green Logistics
- Learn how to lead teams successfully and the importance of Diversity and Health and Safety

4.2 Intellectual Skills

- Synthesise information into a conceptual overview that draws on the innovative use of knowledge and understanding of contemporary supply chain management systems
- Critically evaluate research and develop knowledge and understanding to argue challenges, strategies and tactics
- Recognize ethical dilemmas and incorporate Business Ethics in supply chain strategy and operations
- Perform Risk analysis and Efficiency checks
- Approach and Solve problems using data in autonomous and collaborative ways, identifying and appraising options, implementing and reviewing suitable decisions

- Present valid and sound arguments to negotiate in a professional way
- Plan and implement tasks towards specified quality, speed and cost requirements

4.3 Practical Skills

- Plan and Manage supply chain operations and tasks applicable in today's environment
- Create the appropriate system and plan to research, procure and negotiate products and services
- Evaluate data and make useful decisions
- Assess and improve operations using Lean tools
- Create team spirit and monitor progress
- Self-management: The effort exercised to understand one's own work behaviour, strengths and weaknesses towards prioritizing and managing own work effectively
- Learning: The acknowledgement of new knowledge acquisition and its sound and ethical practice to ongoing personal and professional development including understanding diversity and Health and Safety at work

4.4 Transferable Skills

- Communicate more effectively in teams and challenging situations
- Solve problems using a wide range of appropriate methodologies
- Think logically and systematically using appropriate evidence – information
- Work independently as well as part of a diverse team
- Work with strategic and business models and methodologies so as to better understand and evaluate potential solutions

4.5 Employability

The module contributes to the students' employability by enabling them to understand ethical procurement, negotiations and logistics analysis and operations. As such, students will be able to become a team member of relevant teams as their skills acquired would include contract skills, working with various departments to determine the organisations' needs, development of specifications, monitoring and evaluating replenishment cycles and operations lead time, assessing supply-side market conditions, negotiation skills and lean change management skills within the supply chain context.

5. ASSESSMENT OF THE MODULE

This module will be 100% Coursework assessed, consisting of two assessments:
Coursework 1- Group Assignment total weighting of 40%.
A presentation of 20-minute: You are a supply chain consultant and you need to prepare a proposal in presentation format to help the board decide on the best suppliers and product lines towards a profitable business case. Students will work in a team to prepare for this assessment but will present individually and will be individually assessed **Presentation Deadline: Friday 13/03/2020 (5:30pm)**

Coursework 2 – Individual Assignment weighting of 60%.
Undertake a Shipment profiling and negotiation report: 2,500 words
Report Submission Deadline: Friday 15/05/2020 (5:30pm)

6. FEEDBACK

Feedback will normally be given to students 15 working days after the final submission of an assignment or as advised by their module leader.

General feedback, applying to all students, will be placed on the module VLE site.

7. INTRODUCTION TO STUDYING THE MODULE

7.1 Overview of the Main Content

Learning and teaching will be carried out over the course of one semester. The sessions will consist of formal lectures and seminars designed to introduce and develop a number of theoretical/analytical perspectives so as to enhance and encourage students' critical thinking using research and data.

7.2 Overview of Types of Classes

A participative and interactive teaching style will be used. Students will be encouraged to discuss and present their findings as well as their decision making process and suggestions.

The development of both technical and behavioural skills will be facilitated through case studies, individual and group exercises and discussion boards that will be used in order to maximise students' potential to learn. Sessions will be a mixture of formal lecture input, seminar and group work activity.

The module will use all available resources to focus particularly on research, information gathering, evaluation and analytical/problem solving skills suitable for international management development and practice.

Experts on certain topics like consolidation, air freight and logistics and geography will present their experiences as well as present student's tools and methods used in the actual business world.

The interpretation of the key issues in relevant case studies will help in further developing students' communication and group working skills. The seminars and online discussions will facilitate important elements of team working, and the case study presentations and individual written reports further develop presentation and report writing skills.

7.3 Importance of Student Self-Managed Learning Time

Students are required to engage in a significant amount of private study, supported throughout the semester.

8. THE PROGRAMME OF TEACHING, LEARNING AND ASSESSMENT

WK	Date	Lectures Topics	Seminar Sessions
1	Friday, 31/01/20	Logistics and Supply Chain Management	- Overview of the module - Definitions and Concepts - Material flow and Information flow
2	Friday, 07/02/20	Managing Business Logistics and Negotiations	Murphy(2015) - Pg 34 Murphy(2015) - Pg 65 Murphy(2015) - Pg 40 **- Hand-out CWK1**
3	Friday, 14/02/20	Procurement and Negotiations	Murphy(2015) - Pg 114 David (2012) - Pg 155
4	Friday, 21/02/20	Order Cycle Time & Customer Service	Murphy(2015) - Pg 129
5	Friday, 28/02/20	Strategic Importance of Facility Location	Murphy(2015) - Pg 168
6	Friday, 06/03/20	Inventory Decisions In The Supply Chain	Murphy(2015) - Pg 148 Global Pg 62 **- Hand-out CWK2**
7	Friday, 13/03/20	**Information about the group presentations**	**CWK1 - Group work presentation and submission deadline - (5:30pm).**
8	Friday, 20/03/20	Warehousing Management	Murphy(2015) - Pg 186 Global Pg 129 David (2012) - Pg 119
9	Friday, 27/03/20	Packaging and Materials handling	Murphy(2015) - Pg 203 Global Pg 145
10	Friday, 03/04/20	Transportation, Risk & Corporate Social Responsibility	Murphy(2015) - Pg 222 Murphy(2015) - Pg 224 Murphy(2015) - Pg 242 Murphy(2015) - Pg 263 (Incoterms) Global Pg 87 David (2012 - Pg 211)
11	Friday, 01/05/20	Green logistics & Reverse Logistics and Recycling	David (2012) - Pg 179
12	Friday, 15/05/20	**CWK2 - Report Submission**	**CWK2 - Individual report submission and deadline - (5:30pm).**
13	Friday, 22/05/20	DDS report submission Marking and Feedback process begins	

9. STUDENT EVALUATION

This is the second year this module is running. Students have found it to offer a pragmatic view of life, stretching their research and critical thinking skills. This module exacts the practical application of the theory taught during the lectures; students are encouraged to participate actively.

10. LEARNING RESOURCES

10.1 Core Materials

Murphy, Jr. P. R., and Knemeyer, A. M. (2015) *Contemporary Logistics*. Prentice Hall

Min, H. (2015) *Essentials of Supply Chain Management: New Business Concepts and Applications*. Pearson.

Barry Evans (2015). The lean supply chain: managing the challenge at Tesco.

David B. Grant, Alexander Trautrims, Chee Yew Wong (2012). Sustainable logistics and supply chain management. Pearson.

Muller Max (2015). Essentials of Inventory Management. AMACOM

Lysons Kenneth (2016) Procurement and supply chain management. Pearson

Brett M J (2014). Negotiating globally: how to negotiate deals, resolve disputes, and make decisions across cultural boundaries. Jossey-Bass

Belbin R. Meredith (2010). Team roles at work.
Butterworth-Heinemann

Stranks, Jeremy W. (2010). Health and safety at work: an essential guide for managers. Kogan Page

Background Reading:

Christopher, M. (2011) *Logistics and Supply Chain Management*. FT Prentice Hall.

Trent, Robert J. (2008). End-to-end lean management: a guide to complete supply chain improvement. J. Ross Pub

Harkiolakis, Nicholas (2012). Networking and cross-cultural business transactions. Gower

Sollish Fred (2012). The Procurement and Supply Manager's Desk Reference. John Wiley & Sons

Rudzki, Robert, J. Trent (2011). Next level supply management excellence. J. Ross Publications

Winkler John (1983). Pricing for results: how to set prices, how to present prices, how to discount prices, how to negotiate prices. Butterworth-Heinemann, on behalf of the Chartered Institute of Marketing | 1983.

Acuff, Frank L. (2008) How to negotiate anything with anyone anywhere around the world. American Management Association

Hult, T., Closs, D., and Frayer, D. (2013) Global supply chain management: leveraging processes, measurements, and tools for strategic corporate advantage. McGraw-Hill.

Gourdin, K. (2006) Global logistics management: a competitive advantage for the 21st century, (2nd edition). Blackwell Publishing.

Optional reading:
Trent, Robert J. (2008). End-to-end lean management: a guide to complete supply chain improvement. J. Ross Publications

Bowersox, D., Closs, D., & Cooper, M.B. (2010). *Supply chain logistics management,* (4th edition). McGraw-Hill/Irwin.

Coss Lourdes (2016). Procurement methods: effective techniques. Pearson

Waters, D., and Rinsler, S. (2010) *Global Logistics: New directions in supply chain management.* Kogan Page.

Jané, J., and de Ochoa, A. (2006*) The Handbook of Logistics Contracts: A Practical Guide to a Growing Field*. Palgrave Macmillan

Other Learning Resources
- The Journal of Business Strategy
- European Management Journal
- International Business Review
- International Journal of Cross Cultural Management
- The International Journal of Conflict Management
- Journal of International Management
- Journal of World Business

You can always contact the helpful library staff at: library@lsbu.ac.uk

11. LIBRARY AND LEARNING RESOURCES (LLR)

Library webpage: https://libguides.lsbu.ac.uk/subjects
Select your subject guide (e.g. supply chain management). On every subject guide, you can search for books and e-books, journal articles and industry reports;

Get help about Harvard referencing and how to avoid plagiarism; contact us for training and 1:1 support

Electronic resources are available 24/7 and are accessible from home.

Library support for students: You are encouraged to book additional workshops to learn how to find research materials and reference them: MyLSBU > Library > Events and Workshops

Visit the drop-in Research Help Desk located on Level 3 Bridge in the Perry Library (open Monday-Friday 11:00-16:00 term time).

If you would like further help, please contact the Information Skills Librarian at: LLRbus@lsbu.ac.uk

Students IT support and training

Students can contact LRC for IT issues such as LSBU account, printing, and accessing wifi network: LLRithelpdesk@lsbu.ac.uk

IT workshops can be booked via MyLSBU > Library > Events and Workshops.

If you need further help in using a particular software (e.g. Excel or SPSS) or application, please contact IT and Digital Skills Training team: digitalskills@lsbu.ac.uk

Self-learning materials on Lynda.com

LSBU has subscribed to video platform called Lynda.com. It has 4000+ video courses in different business and technology subjects including social media, project management and Excel applications.

How to sign up: go to https://www.lynda.com/ and click "Sign In". Click 'Sign in with your organization portal', and type lsbu.ac.uk. Continue. Follow the steps to enter your LSBU logins. NOTES

Regulations against Plagiarism

Plagiarism means presenting another person's work as your own. Some examples of it are:

The inclusion in a student's assignment of more than a single phrase from another person's work **without** the use of quotation marks **and** due acknowledgement of the source.

The summarising of another's work by simply changing a few words or altering the order of presentation, without proper acknowledgement.

The use of the ideas or intellectual data of another person without acknowledgement of the source or the submission or presentation of work as if it were the student's, when in fact they are substantially the ideas or intellectual data of another person.

Copying the work of another person (be it a co-student or **any** other source).

Students are rightly expected to draw upon other people's ideas but in an appropriate manner. Students will certainly use books and journals to assist with their studies and in students may have access to other people's work on computer disk or over a computer network. When undertaking coursework assignments they may legitimately make reference to publication made by others.

However, other people's work must be used in a principled way, with due acknowledgement of authorship. Students, in acknowledgement of the work of others must use a recognised standard and for business students this is the Harvard system of referencing.

For guidance on copyright refer to
http://www.lsbu.ac.uk/library/html/Studentcopyright.shtml

For guidance on plagiarism refer to:
http://www.lsbu.ac.uk/library/html/documents/HS4Plagiarism2012.pdf

The consequences of plagiarism are extremely serious. In cases of plagiarism and other forms of cheating, University regulations will be strictly applied. Penalties may include failure in the module, without the right to be reassessed, or even termination of studies. This should be borne in mind at all times and especially when completing their assignments.

Submission Details

To assist in ensuring you have referenced properly Turnitin should be used to submit all case study reports. Go to the assignments link on the Moodle site and choose the assignment you are addressing Upload your assignment. Upload your material for the reference check here. Make sure your name and student number is at the beginning of the material. You will also need to print off a copy of the final Turnitin reports for submission with your case study report. Do not make the mistake of submitting the receipt. The version you need to print off is the one with the numbers in the boxes showing matches. Grades will not be awarded without submission to turnitin.

You can find more information on the use of turnitin at the LTEU Moodle site which discusses accurate referencing and avoiding plagiarism. You can get instructions on uploading material to Turnitin through Moodle at
http://www.lsbu.ac.uk/osdt/materials/turnitinguides/origstud.pdf

Coursework must be conducted within the deadlines.
Do note that Course material and order of delivery can be subject to change.