

Logistics Management 2nd. Semester

Programme:

AP Degree Programme in Logistics Management

Semester:

2. Semester of the programme.

Pre-requisites:

A foreign qualification from a similar major, up to 1-2 years of logistics and/or supply chain and/or business

Availability:

Spring Semester: (end January- end June)

Programme information for exchange (Learning Agreement):

For a detailed course description kindly refer to the programme curriculum found under programme information on <http://zibat.dk/curriculums-ordinary-programmes/>

Semester overview:

<i>Study Programme at the Receiving Institution</i>				
Planned period of the mobility: from [month/year] to [month/year]				
Before the mobility		Component/course title (as indicated in the course catalogue)	Semester [e.g. autumn/spring; term]	Number of ECTS credits
	LOG3	Procurement (Mandatory)	Spring	7
	LOG3	Production (Mandatory)	Spring	7
	LOG3	Finances (Mandatory)	Spring	4
	LOG3	Procurement Law (Mandatory)	Spring	4

	LOG3	Organisation (Mandatory)	Spring	3
	LOG3	Communication and negociation (Mandatory)	Spring	3
	LOG3	Statistic (Mandatory)	Spring	1+ 1
				Total: 30 ECTS
<p>Web link to the course catalogue at the Receiving Institution describing the learning outcomes:</p> <p>http://zibat.dk/curriculums-ordinary-programmes/</p>				

Semester and Course Description:

The full program and course structure is organized thematically under a theme number. Second semester consists of theme 3 and 4:

The theme 3 is covered by 4 mandatory courses (Procurement, Procurement law, Communication and Negotiation, Statistic) in total 15 ECTS.

The overall objective is to give the student insight into different procurement processes and an understanding of the effect the procurement decision has on a company's future work.

The theme 4 is covered by 4 mandatory courses (Production, Finance, Organization and statistic) in total 15 ECTS.

The overall objective is to give the student insight into different productions processes from the time the raw material enters the warehouse through to storage of the finished goods.

Course Description:

Component title at the Receiving Institution (as indicated in the course catalogue)	Course Component Description
Procurement (Mandatory) Part of theme 3	Course description: Part 1 – Strategic considerations - Introduction to purchasing

	<ul style="list-style-type: none"> - Organizational clarification - Differentiated purchasing - Supplier strategy <p>Part 2 – Planning and execution of purchasing</p> <ul style="list-style-type: none"> - The tactical purchase and sourcing process - Choice of purchaser and negotiation - Negotiation technique - Licitations, supply and offers - Layout and management of agreements - IT and purchasing - Purchasing in the Public Sector
<p>Procurement law (Mandatory)</p> <p>Part of theme 3</p>	<p>Course description:</p> <ul style="list-style-type: none"> • An introduction to Danish law • Tort and insurance • Sources of law and the EU • The Courts of law • Public law (self-study) • Contract law • Sales law • Consumer sales • Marketing <p>The course will have include training for the exam</p>
<p>Communication and negotiation (Mandatory)</p> <p>Part of theme 3</p>	<p>Course description:</p> <ul style="list-style-type: none"> - Personal goals & Expectations, Learning styles - Communication in practice: Verbal & Non-verbal communication - Written communication, CV and application - Introduction to Negotiation - Organisational communication and cultural perspectives - Contemporary theories on Culture and Communication - Negotiation theories and practice, Negotiation role play

	<ul style="list-style-type: none"> - Culture in Negotiation
<p>Statistic (Mandatory)</p> <p>Part of theme 3 and 4</p>	<p>Course description:</p> <ul style="list-style-type: none"> - MS Excel: extensive use of the program - Fundamentals: Average, median, mode, variances, range, max, min, and the use of these in business context. - Quantitative forecasting techniques. (+ regression models.) - Quantitative quality management techniques - E- Confidence intervals
<p>Production (Mandatory)</p> <p>Part of theme 4</p>	<p>Course description:</p> <ul style="list-style-type: none"> - Introduction to Operations and Supply Chain Management - Method and assignment - Process Choice and Layout Decisions in Manufacturing and Services - Business Processes - Logistics Decision Models - Forecasting - Sales and Operations Planning - Managing Inventory throughout the Supply Chain - Managing Production across the Supply Chain <p>Case work, external lectures will accrue.</p>
<p>Method and assignment</p>	<p>The student will acquire knowledge about:</p> <ul style="list-style-type: none"> • Relevant accounting principles and legislation - Accounting - Chart of Accounts - Income statement - Company types - Legislation

- **Financial analysis**
 - Key figures

- **Budgeting types, structures and methods**
 - Cost, Sales and cash flow
 - Data

- **Optimization and pricing models**
- **Investment calculations**
- **Alternative forms of finance**
- **National and international socio - economic developments and trends as well as the different market forms and their relevance to businesses**
 - Macro
 - History

- **Exchange rates, inflation and interest**
 - Rates

- **International trade, including the most important institutions.**
 - Why trade ?

Skills: The students will be able to:

- Prepare accounts for analysis and calculate financial ratios
- Prepare a simple budget and carry out budget simulation and follow – up
- Apply optimization methods - total method and marginal method as well as price calculations
- Evaluate different optimization tools
- Make investment calculations and sensitivity calculations
- Describe simple alternative forms of finance and calculate the effective rate of interest
- Assess different market and competition structures and take socio - economic conditions into account in the analysis and assessment of the company's situation.

	<p>Competencies:</p> <p>The graduate will be able to:</p> <ul style="list-style-type: none"> • Handle basic issues relating to financial management, investment and financial analyses • Play an independent role in professional and multi - disciplinary collaboration and assume responsibility within a professional frame
<p>Organisation (Mandatory)</p> <p>Part of theme 4</p>	<p>Course description:</p> <ul style="list-style-type: none"> - Power and conflict in organizations - Organization and surroundings - Motivation and performance - Decision- making processes in organizations - Change and organizations - Management in organizations - Communication in organizations