

ENGLISH – SYLLABUS (SPECIALTY)

SUBJECT:

MANAGEMENT OF DISTRIBUTION SYSTEMS ON INTERNATIONAL MARKET

Studies: Management

II cycle studies
Excellence in Management
Specialty: International Sales Management

Faculty: Management

Subject status	Type of studies	Semester/ Term	Teaching hours		ECTS Points
			lectures	classes	
	Full time studies	2	-	20	1

Course description:

The Management of Distribution Systems program is designed to equip students with the knowledge and skills necessary to excel in the dynamic field of supply chain management. The curriculum focuses on the end-to-end management of distribution systems, from the sourcing of materials to the delivery of final products to customers. Efficient supply chain management is a core component of the program, with an emphasis on designing and implementing systems that streamline the flow of goods, reduce costs, and enhance overall operational efficiency. Students delve into inventory control techniques to ensure optimal stock levels, minimizing excess or inadequate inventory throughout the distribution process. Advanced logistics management is another key focus area. This encompasses understanding the intricacies of transportation, warehousing, and order fulfilment, ensuring that products reach their destination in a timely and cost-effective manner. The program also explores the integration of technology, such as RFID and advanced analytics, to improve the accuracy and speed of distribution processes. A customer-centric approach is integrated into the curriculum, emphasizing the alignment of distribution systems with customer expectations. This includes strategies for timely deliveries, order tracking, and responsive customer service. Sustainability is a growing concern in modern business practices, and the program addresses environmental considerations in distribution systems. Students explore ways to minimize the environmental impact of supply chains and incorporate sustainable practices into logistics and distribution processes.

The course is filled in with many case studies and practical examples of distribution systems problems, so it should be interesting for all those students who are eager to deal with distribution issues also after the course.

COURSE LEARNING OBJECTIVES:

1. Efficient Supply Chain Management: Develop expertise in designing and managing efficient supply chain systems to ensure the timely and cost-effective distribution of goods.
2. Optimized Inventory Control: Learn techniques for optimizing inventory levels and ensuring proper stock management throughout the distribution network.
3. Advanced Logistics Management: Gain a deep understanding of logistics strategies, including transportation, warehousing, and order fulfilment.
4. Technology Integration: Explore and implement cutting-edge technologies to enhance the efficiency and accuracy of distribution processes.
5. Customer-Centric Approach: Develop strategies to align distribution systems with customer needs, providing a seamless and satisfying experience.
6. Sustainability and Environmental Considerations: Address the environmental impact of distribution systems and integrate sustainable practices into supply chain management.

Teaching the functions and role of distribution systems for contemporary market entities,

developing skills in solving distribution system problems, as well as analysing data (from primary and secondary data).

Creating presentations for the reports and written reports on distribution systems problems. Training of social competences related to collective problem solving and preparing and introducing all stages of distribution systems in contemporary world.

COURSE EVALUATION:

Workshops – desk research report (written and oral), classes participation and activities, case studies

Lectures - final exam will be one-choice questions and open questions. (or TBA during classes)

The grading scale is as follows:

100% - 85%	5.0 (excellent)
84,9% - 75%	4.5 (very good)
74,9% - 70%	4.0 (good)
69,9% - 60%	3.5 (very satisfactory)
50% - 59,9%	3.0 (satisfactory)
< 50%	2.0 (failure)

Course policies and class rules:

The use of smartphones, mobile phones, all devices with internet access, are not allowed during the exams. During other in-class assignments you can use them for assignment purposes only. Students are expected to take full responsibility for their academic work and academic progress. Students are expected to attend class regularly, for consistent attendance offers the most effective opportunity open to all students to gain a developing command of the concepts and materials of the course. The study programme is strict about student attendance regulations. Students who focus on the business of the class increase their likelihood of success. They can do so by listening attentively to the instructor or to other students while participating in discussions. During class, they can participate as fully as possible and volunteer to answer questions. Students should minimise all behaviours that distract others during the class. Talking to other students apart from class discussions is inappropriate. Students who arrive late should seat themselves as quietly and as near to the door as they can. Students who must leave before the class period ends should exit quietly. The course material is designed to be completed within the semester time frame.

Finally, please feel free to come and see me to ask questions or to discuss difficult material. The course material is all cumulative. If you do not understand what happens in the first week, you will not understand what happens in the last week.

Teaching Methods:

Lectures and case studies (multimedia, case study – projects on sales management topics)

Course overview:

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and responsive customer service. Sustainability is a growing concern in modern business practices, and the program addresses environmental considerations in distribution systems. Students explore ways to minimize the environmental impact of supply chains and incorporate sustainable practices into logistics and distribution processes. The program underscores the significance of ethical conduct in sales and introduces sustainable practices that not only drive profitability but also contribute to long-term success in the business landscape.

Main topics:

1. *Introduction to Distribution Systems Management*
2. *Supply Chain Design and Optimization*
3. *Inventory Management Strategies*
4. *Logistics and Transportation Management*
5. *Technology Integration in Distribution Systems*
6. *Customer Relationship Management in Supply Chains*
7. *Sustainable Practices in Distribution*
8. *Risk Management in Supply Chains*

Literature

Main texts:

1. Johnson, Mark P. - "Supply Chain Management: A Global Perspective" - Routledge - 2014
2. Chen, Lisa C. - "Inventory Management: Models and Techniques" - Wiley - 2013
3. Gupta, Rahul S. - "Logistics Management: Principles and Practices" - Pearson - 2015
4. Turner, David R. - "Technology in Supply Chain Management and Logistics" - Springer - 2012
5. Clark, Laura M. - "Risk Management in Supply Chain Logistics" - Wiley - 2013
6. Brown, Robert J. - "Distribution Systems Management: Strategies for Success" - McGraw-Hill Education - 2014

Additional required reading material:

1. Patel, Nisha K. - "Customer Relationship Management in Supply Chains" - Sage Publications - 2014
2. Wang, Li M. - "Sustainable Supply Chain Management: Principles and Practice" - Palgrave Macmillan - 2015

Rules of the exams on subject (Assessments)

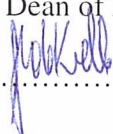
Lectures – Written exam (test and case study)

Classes – case study, discussion, attendance, activities, project, essay

Date of submitting the syllabus: 30.09.2023

Accepted by: Dean of International Affairs

Signature:



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