




5.0 credits	30.0 h	1q
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Teacher(s) :	Agrell Per Joakim ;
Language :	Anglais
Place of the course	Louvain-la-Neuve
Main themes :	<p>The course provides an indepth treatment of the relationships between independent firms in a supply chain through the analysis of their behavior, contractual frame, product, process and market choices. The first part of the course aims at understanding and modelling the strategic behavior between firms using the tools of LSM2031 and game theory in order to understand how to design the features and parameters of supply chain information. The second part looks at supplier relationships from a strategic perspective, interfacing with procurement, production planning and product innovation, to understand the scope and limits of the previously defined tools in contexts such as e.g. armslength, partnerships and supplier pools. Strategic sourcing is a collaborative and systematic approach to reduce external spending, while improving quality, internal processes and total cost of ownership or usage.</p>
Aims :	<p>At the end of the class, students should be able to</p> <ul style="list-style-type: none"> <li>- Identify, formulate, solve and critically review coordination problems in the supply chain.</li> <li>- Model, resolve and interpret models to predict, recommend and implement supply chain solutions</li> <li>- Distinguish and classify supplier relationships with respect to product, process and market properties.</li> </ul> <p><i>The contribution of this Teaching Unit to the development and command of the skills and learning outcomes of the programme(s) can be accessed at the end of this sheet, in the section entitled "Programmes/courses offering this Teaching Unit".</i></p>
Content :	<p>The class mixes interactive seminars on the topics with case studies and corporate site visits to provide students with a feeling for the relevance and context of the subject matter. The first part is illustrated with several roleplaying exercises to visualize and experience the topics. The second part includes a real-life case study that permits hands-on experience in the sourcing field.</p> <p>Content</p> <p>UNDERSTANDING STRATEGIC BEHAVIOR IN SUPPLY CHAINS. Equilibria in Games. Dynamic Games Cooperative Games Signalling, Screening and Bayesian Games</p> <p>COORDINATION THROUGH NETWORK DESIGN Channel Conflicts. Intermediated Chain Design Distribution Strategies Supply Chain Structure on the Internet Models I, T, D</p> <p>COORDINATION THROUGH CONTRACTS. B2B E-market places; supplier platforms Combinatorial Auctions Multi-unit Auctions Procurement Reverse Auctions Double Auctions and Exchanges</p> <p>COORDINATION THROUGH COLLABORATIVE ACTION CPFR Collaborative Forecasting and Supply Chain Performance Inventory Models under CPFR Joint Price and Inventory Decisions</p> <p>STRATEGIC SOURCING Procurement Supplier Relationship Management Collaborative Sourcing Joint Development of Knowledge Global Sourcing Impacts Implementing Sourcing Management in Purchasing Organizations</p> <p>REAL-LIFE CASE STUDY Products, Process and Supply Chain Procurement Process Sourcing Process</p>

	<p>Analysis</p> <p>Methods</p> <p>In-class activities</p> <ul style="list-style-type: none"> <li>1 Interactive seminar</li> <li>1 Project based learning</li> <li>1 role playing/simulation</li> </ul> <p>At home activities</p> <ul style="list-style-type: none"> <li>1 Exercices to prepare the lecture</li> <li>1 Paper work</li> <li>1 Students presentation</li> </ul>
<p>Other infos :</p>	<p>Other information</p> <p>Prerequisites (ideally in terms of competencies)</p> <p>LSM2030</p> <p>LSM2031</p> <p>LSM2032</p> <p>Evaluation :</p> <p>Case solutions including class presentations, class participation and an oral exam in English</p> <p>Support</p> <p>Excerpts from the references.</p> <p>References :</p> <p>Simchi-Levi, D, S. D. Wu, Z-J. Shen (2004) Handbook of Quantitative Supply Chain Analysis: Modeling in the E-business Era, Springer.</p> <p>Axelsson, B., F. Rozemeijer, F. Wynstra (2005) Developing Sourcing Capabilities: From Insight to Strategic Change. John Wiley</p> <p>Philippart, M. C. Verstraete, S. Wynen (2005) Collaborative Sourcing. UCL Press.</p> <p>Internationalisation</p> <p>1 international content (does the course tackle international issues related to the course content ?)</p> <p>1 international guests</p> <p>1 international case study</p> <p>Corporate features</p> <ul style="list-style-type: none"> <li>1 case study</li> <li>1 company visit</li> </ul> <p>Skills</p> <ul style="list-style-type: none"> <li>1 presentation skills</li> <li>1 team work</li> <li>1 problem solving</li> <li>1 decision making</li> <li>1 critical thinking</li> </ul> <p>Techniques and tools for teaching and learning</p> <ul style="list-style-type: none"> <li>1 Internet work</li> <li>1 modelling</li> <li>1 quantitative methods</li> <li>1 qualitative methods</li> </ul>
<p>Faculty or entity in charge:</p>	<p>CLSM</p>

<b>Programmes / formations proposant cette unité d'enseignement (UE)</b>				
Intitulé du programme	Sigle	Credits	Prerequis	Acquis d'apprentissage
Master [120] in Business Engineering	INGE2M	5	-	
Master [120] in Management	GEST2M	5	-	
Master [120] in Management	GESM2M	5	-	
Master [120] in Business Engineering	INGM2M	5	-	