


Teacher(s)	Agrell Per Joakim ;
Language :	English
Place of the course	Louvain-la-Neuve
Main themes	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.
Aims	<p><b>During their programme, students of the LSM Master's in management and Master's in Business engineering will have developed the following capabilities'</b></p> <p><b>KNOWLEDGE AND REASONING</b></p> <ul style="list-style-type: none"> <li>• Master highly specific knowledge in one or two areas of management : advanced and current research-based knowledge and methods.</li> </ul> <p><b>A SCIENTIFIC AND SYSTEMATIC APPROACH</b></p> <ul style="list-style-type: none"> <li>• Perceptively synthesize the essential elements of a situation, demontsrating a certain conceptual distance, to diagnose and identify pertinent conclusions.</li> </ul> <p><sup>1</sup> <b>WORK EFFECTIVELY IN AN INTERNATIONAL AND MULTICULTURAL ENVIRONMENT</b></p> <ul style="list-style-type: none"> <li>• Position and understand the functioning of an organization, in its local and international socio-economic dimensions and identify the associated strategic issues and operational decisions.</li> </ul> <p><b>TEAMWORK AND LEADERSHIP</b></p> <ul style="list-style-type: none"> <li>• Work in a team :Join in and collaborate with team members. Be open and take into consideration the different points of view and ways of thinking, manage differences and conflicts constructively, accept diversity.</li> </ul> <p>-----</p> <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>
Evaluation methods	<p><b>Continuous evaluation</b></p> <ul style="list-style-type: none"> <li>• Date: will be specified later</li> <li>• Type of evaluation: Group work (I &amp; II)</li> <li>• Comments: No</li> </ul> <p><b>Evaluation week</b></p> <ul style="list-style-type: none"> <li>• Oral: No</li> <li>• Written: No</li> <li>• Unavailability or comments: No</li> </ul> <p><b>Examination session</b></p> <ul style="list-style-type: none"> <li>• Oral: No</li> <li>• Written: Yes (3hours)</li> <li>• Unavailability or comments: No</li> </ul>
Content	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. Content UNDERSTANDING STRATEGIC BEHAVIOR IN SUPPLY CHAINS. Equilibria in Games. Dynamic Games Cooperative Games Signalling, Screening and

	<p>Bayesian Games COORDINATION THROUGH NETWORK DESIGN Channel Conflicts. Intermediated Chain Design Distribution Strategies Supply Chain Structure on the Internet Models I, T, D COORDINATION THROUGH CONTRACTS. B2B E-market places; supplier platforms Combinatorial Auctions Multi-unit Auctions Procurement Reverse Auctions Double Auctions and Exchanges COORDINATION THROUGH COLLABORATIVE ACTION CPFR Collaborative Forecasting and Supply Chain Performance Inventory Models under CPFR Joint Price and Inventory Decisions STRATEGIC SOURCING Procurement Supplier Relationship Management Collaborative Sourcing Joint Development of Knowledge Global Sourcing Impacts Implementing Sourcing Management in Purchasing Organizations REAL-LIFE CASE STUDY Products, Process and Supply Chain Procurement Process Sourcing Process Analysis Methods In-class activities 1 Interactive seminar 1 Project based learning 1 role playing/ simulation At home activities 1 Exercices to prepare the lecture 1 Paper work 1 Students presentation</p>
<p>Other infos</p>	<p>Other information Prerequisites (ideally in terms of competencies) LSM2030 LSM2031 LSM2032 Evaluation : Case solutions including class presentations, class participation and an oral exam in English Support Excerpts from the references. References : Simchi-Levi, D, S. D. Wu, Z-J. Shen (2004) Handbook of Quantitative Supply Chain Analysis: Modeling in the E-business Era, Springer. Axelsson, B., F. Rozemeijer, F. Wynstra (2005) Developing Sourcing Capabilities: From Insight to Strategic Change. John Wiley Philippiart, M. C. Verstraete, S. Wynen (2005) Collaborative Sourcing. UCL Press. Internationalisation 1 international content (does the course tackle international issues related to the course content ?) 1 international guests 1 international case study Corporate features 1 case study 1 company visit Skills 1 presentation skills 1 team work 1 problem solving 1 decision making 1 critical thinking Techniques and tools for teaching and learning 1 Internet work 1 modelling 1 quantitative methods 1 qualitative methods</p>
<p>Faculty or entity in charge</p>	<p>CLSM</p>

<b>Programmes containing this learning unit (UE)</b>				
Program title	Acronym	Credits	Prerequisite	Aims
Master [120] in Business Engineering	INGM2M	5		
Master [120] in Business Engineering	INGE2M	5		