

**BIM**  
**Advanced Certificate Course on Supply Chain Management (ACCSCM)**  
**Module Name: Material Management**  
**Module Code: ASCM - 601**

## **Introduction**

The module is intended to equip students who will be the future business leaders with full of modern business knowledge along with best practices of the real business day to day operation and strategic decision making capability build up.

The total course will help them to run the business by ensuring compliance of all regulatory requirements for doing business in Bangladesh and also meet the international requirement. It will give them the overall knowledge of Material Management and how it is giving the competitive edge to the organization to be the market leader in the same industry. As to maintain optimum level of inventory is really challenging at any business.

Apart from the theoretical knowledge, the module has been designed with practical simulation and some very effective business case also be discussed in this total course outline.

So, at the end of this course, students will learn the basic things of the Material Management, its importance in the modern business and how it is playing the vital role in the very competitive, challenging and changing business world.

## **Module Learning Outcomes**

This module provides students with a basic understanding of the legal rules that affect business.

Module Learning Outcomes:

1. Basic concept of Inventory, Inventory Management and Control and Modern Tools and Technic of optimize the level of Inventory in the business.
2. Discussion overall on the supplier identification, selection procedure and finally supplier the op
  1. Give clear understanding about the Inventory and Inventory Management. How many times of inventory we hold into the business and what are the objectives or reasons for holding those entire Inventory in the Business.
  2. Incoming Material Warehouse Management. In this Chapter student will know about Good Management Practice of Incoming Raw Material Warehouse setup, day to day operation and monitoring and control.

3. Material Requirement Planning (MRP). What is MRP? Why it is so important for the business. How it is developed and works into the Business.
4. Tools and Technique to control the Inventory level such as ABC analysis, VMI, Calculation of safety stock level, Inventory Holding cost.
5. Set up of Inventory Policy and review. Such as determination of Max Level, Re-order Level, Safety Stock Level.
6. Various Methods of Issuing Inventory and their costing. Such FIFO, LIFO & Weighted Average Method
7. Cycle Counting for reconciliation of on hand Physical inventory Vs Theoretical Inventory into the Book or Software system to avoid last moment surprise into the business.

### Module Outline

This course will provide students with an opportunity to develop the Graduate Attribute(s) specified below:

SL	Module Outline	Module Learning Outcome(s)
1	Domain knowledge	1&2
2	Real Business Case Knowledge	4
3	Real life work flow of Inventory Management  <ol style="list-style-type: none"> <li>1. Flow Chart of MRP</li> <li>2. Incoming Material receipt Flow Chart at Material Warehouse</li> <li>3. Saw Curve of Inventory</li> <li>4. ABC Analysis</li> <li>5. Cycle Counting</li> <li>6. Inventory Policy set up</li> <li>7. Safety Stock Calculation</li> </ol>	3,5 & 7
4	Various modern Tools and Technics:  <ol style="list-style-type: none"> <li>1. VMI/SMI</li> <li>2. Postponement of Inventory</li> <li>3. Zara Model</li> <li>4. Wal-Mart Model- POS</li> </ol>	4
5	Inventory Costing	6

## Course Impact on the Learners

Inventory Management is design to give the exposure of the student about the process and practice of Inventory management in business. This course will make them understandable how Inventory Management is contributing the current competitive, challenging and changing business phenomenon. This will help the student to know the standard process and practice of the Inventory activities in the organization and also able to learn the compliance issue in the Inventory. In this course they will able to understand how MRP is worked, how business is set the Inventory Policy, whys business hold inventory and various tools and techniques of inventory management and real business case. Finally, this course will give them full exposure of basic Inventory Management process, how it works in the business and strategic decision making capability build up.

## Learning Resources

### Textbooks & Required Reading:

Basic Text:

- ✓ Materials and Logistics Management **by L. C. Jhamb**
- ✓ Handbook of Materials Management **by Gopalkrishnan**
- ✓ Introduction To Materials Management **reference book by Tony Arnold**

### Online Learning

✓

<https://www.inboundlogistics.com › articles › materials-...>

[https://perso.crans.org › ressources\\_maxnce\\_nouchet](https://perso.crans.org › ressources_maxnce_nouchet)

## **Module Name: Sourcing Management**

### **Module Code: ASCM 602**

#### **Introduction**

The module is intended to equip students who will be the future business leaders with full of modern business knowledge along with best practices of the real business day to day operation and strategic decision making capability build up.

The total course will help them to run the business by ensuring compliance of all regulatory requirements for doing business in Bangladesh and also meet the international requirement. It will give them the overall knowledge of sourcing and how it is giving the competitive edge to the organization to be the market leader in the same industry.

Apart from the theoretical knowledge, the module has been designed with practical simulation and some very effective business case also be discussed in this total course outline.

So, at the end of this course, students will learn the basic things of the sourcing management, its importance in the modern business and how it is playing the vital role in the very competitive, challenging and changing business world.

#### **Module Learning Outcomes**

This module provides students with a basic understanding of the legal rules that affect business.

Module Learning Outcomes:

1. Basic concept of Purchase, Procurement and sourcing and their scope and also the parties who are also involve into our total supply chain their role and responsibility into the business.
2. Discussion overall on the supplier identification, selection procedure and finally supplier enlistment process and their importance into the business. In addition to that give overall view how to develop supplier questionnaire and supplier approval flow chart. Finally, practically done the OTIF for supplier performance evaluation which is very important for the business to ensure the quality and uninterrupted supply of materials to keep the operation smooth and uninterrupted.
3. Give clear understanding about the International trade. The factors which are need to be considered for doing the international trade that is Import or export those factors such as

International trade payment method, more specifically letter of Credit, Incoterm, H.S. Code and also make the student familiar with the landed cost calculation by taking into consideration the Incoterms, H.S. Code that is duty and others. So, it will give them a very good knowledge how international trade has been taken place into the real business world.

4. Emphasis on the Negotiation which is vital in the sourcing management. Organization success also depends on how effectively the sourcing team manages the negotiation. A good negotiation can give business huge benefits. So, all the aspects of the negotiation such as tools and technic and approach has been covered in this module and finally students will be able to understand the importance of the effective negotiation and ongoing changing business world how they will apply this technic and tools to bring out the best outcome for the business.
5. The overall sourcing types and their impact into the business will be highlighted into this section. By this students will be able to know why sourcing is very import into the modern business. The matrix of sourcing also discussed and clarifies how the matrix will work in the determination of the sourcing strategy in the real business.
6. Sourcing Group Management (SGM) it is one of the highly technical approaches to analysis, evaluate and determine the sourcing technic for developing sourcing strategy. By this students are able to learn how to prepare an STP (Situation, Target & Proposal), the Day One Matrix, Supplier Preference Matrix and some other important matrix's which will help them to learn how the decision maker into the real business world working by using those matrix's.

## Module Outline

This course will provide students with an opportunity to develop the Graduate Attribute(s) specified below:

SL	Module Outline	Module Learning Outcome(s)
1	Domain knowledge	1,2,3,4,5,6
2	Real Business Case Knowledge	1, 3, 4 & 7
3	Real life work flow of Sourcing  8. Flow Chart of Procurement 9. Supplier Development Flow Chart and evaluation process 10. OTIF Calculation and impact 11. Landed cost calculation and necessity of this in real business sourcing decision 12. Incoterms and how it works in International Trade 13. Letter of Credit –Practical simulation	1,2,3,4,5,6

	14. Negotiation –Practical simulation 15. Life Cycle Costing	
4	Various modern Tools and Technics:  5. PPCA (Purchase Price Cost Analysis) 6. TOC (Total Cost Ownership) 7. STP (Situation, Target & Proposal) 8. Day One Matrix 9. Supplier Preference Matrix	4,5 & 6
5	Sourcing Decision Skills	6

## Module Impact on the Learners

Sourcing Management is design to give the exposure of the student about the process and practice of sourcing management in business. This course will make them understandable how sourcing is contributing the current competitive, challenging and changing business phenomenon. This will help the student to know the standard process and practice of the sourcing activities in the organization and also able to learn the compliance issue in the sourcing. In this course they will able to understand how supplier is selected, approved and evaluation and also some idea about supplier audit which is the major part of the sourcing management. It will give them an exposure on International Trade by this they will know about the various aspects of the International Trade such as Incoterm, H.S. Code & letter of Credit. Moreover, it has been design with modern negotiation tools and technics and also some high level matrixes of Sourcing Group Management which will help the student to develop strategic business decision. Finally, this course will give them full exposure of basic sourcing process, how it works in the business, ensure sourcing compliance and strategic decision making capability build up.

## Learning Resources

### Textbooks & Required Reading:

Basic Text:

- ✓ Proactive Purchasing in the Supply Chain- David N. Burt, Shella D. Petcanage, Richard L. Punkerton

- ✓ The Procurement Value Proposition- Gerada Chick , Robert Handfield
- ✓ Sourcing and Supply Chain Management- Robert B Handfield
- ✓ International Logistics 4<sup>th</sup> Edition – Pierre A. David

### Online Learning

- ✓ <http://www.supply-chain-management/purchase-procurement>
- ✓ <https://www.negotiations.com/articles/negotiation-types/>
- ✓ <https://kissflow.com/procurement-process/>
- ✓ <https://www.cio.com/article/2439495/outsourcing-outsourcing-definition-and-solutions.html>

# **Module Name: Strategic Supply Chain Management**

## **Module Code: ASCM 603**

### **Introduction**

The module is intended to equip students who will be the future business leaders with full of modern business knowledge along with best practices of the real business day to day operation and strategic decision making capability build up.

The total course will help them to run the business in such a manner so that it can give the organization competitive advantage on the others. Moreover, it will make them understandable what are the areas where they can add value into the business by minimizing the non-value added activities from end to end supply chain process.

It will give them confidence to take strategic decision into the business and finally meet the expectation of the business goal that is customer satisfaction in terms of cost, service, quality and assurance of supply.

Apart from the theoretical knowledge, the module has been designed with practical simulation and some very effective business case also be discussed in this total course outline.

So, at the end of this course, students will learn to understand the importance of Customer Service, Lead Time Management, Lean Management, Supply Chain Network and other key factors of the Supply Chain which will help the organization to differentiate to them in the eyes of their customers from their competitor and make them market leader into that specific industry.

### **Module Learning Outcomes**

This module provides students with a basic understanding of the legal rules that affect business.

Module Learning Outcomes:

1. Overview of supply chain network what is supply chain network, why it is important for the 1. 1.
  1. How to develop the supply chain network, supply chain operation strategy, supply chain management, Make or Buy decision, understand the relevant and irrelevant cost and how they play vital role in decision making.
  2. Why Customer Service now a day is so important to retain the customers and also help to create new customers with minimum cost and effort. In this chapter they will know the various types of



customer service, how Pareto Rules (80/20) principle is used in providing customer service, diminishing return to service improvement, customer service and customer retention, the cost benefit of customer service.

- 3 Meaning and importance of The Synchronous Supply Chain, Pull Vs Push system, extended supply chain, virtual supply chain, Milk Run Model, Cross Docking Model, Multi-Market Warehouse Model. How all these models are implemented in the real life.
- 4 Strategic Lead Time management is one of the most important parts of supply chain. This will help student to know why lead time is too important for business, Product Lifecycle and how it is paying vital role to grab the market share by early entry into the market, the lead time concept, what is logistics lead time and how this impact overall business. Moreover, the students will learn what is supply chain mapping, Horizontal and Vertical lead time, value added and non-value added activities into the supply chain and finally they will able to measure the efficiency of the supply chain by developing the supply chain mapping and using the formula.
- 5 Supply chain complexity is another chapter where students will able to know how many complexities into the supply chain we have to face in real life and what the best tools and technic to find out the root cause and develop the solution. They will also learn the butterfly effect into the supply chain and as well as what is long tail in supply chain and how this tool is being used to minimize the complexity into the supply chain.
- 6 In Lean Vs Agility chapter, they will able to know the concept of lean and agility and how these operational excellence technic help supply chain to meet the customer expectation with maximum satisfaction in terms of cost, service, quality and innovation.

### Module Outline

This module will provide students with an opportunity to develop the Graduate Attribute(s) specified below:

SL	Module Outline	Module Learning Outcome(s)
1	Domain knowledge	1,2,3,4,5,6
2	Real Business Case Knowledge	1, 3, 4 & 5
3	Implementation of various tools and technics  16. Design and develop supply chain Network 17. Pareto Rules implementation into the customer service 18. Diminishing Rules in customer service vs return	1,2,3,4,5

	19. Supply Chain Mapping and how it is developed and implement into the real life 20. Milk Run Model, Cross Docking Model, Multi-Market Warehouse Model, Push Vs Pull System 21. Product Life Cycle and their impact into the business 22. Butter fly effect in supply chain	
4	10. Make or Buy Decision calculation technic 11. Supply Chain Efficiency measure technic	1 &4
5	To know about lean and agile supply chain	6

## Module Impact on the Learners

Strategic Supply Chain Management is design to give the exposure of the student about the strategic business improvement process and practice of supply chain. This course will make them understandable how these operational excellence tools and technics will help the business to bring efficiency into the End To End supply chain process and help to obtain the competitive advantage over the competitor in the competitive business environment. This will help them customer retention by ensuring service, improve logistics lead time so that production cycle time can be reduced and meet the customer demand by faster way and cost effective manner. This is little bit high though course and design for decision making for business. Each chapter of this course will give good exposure to the student how they will identify the non-value added activities from the supply chain and make the supply chain lean and agile as much as possible to ensure customer satisfaction.

## Learning Resources

### Textbooks & Required Reading:

Basic Text:

- ✓ Strategic Supply Chain Management- Christopher Martin
- ✓ Logistics Management- Christopher Martin

### Online Learning

- ✓ <http://www.supply-chain-mamanagemen/> logistics
- ✓ <https://www>. Customer Services
- ✓ <https://www>. Lean Vs Agile

**Module Name: Supply Chain Planning, Operation & Control**  
**Module Code: ASCM - 604**

### **Introduction**

The module is intended to equip students who will be the future business leaders with full of modern business knowledge along with best practices of the real business day to day operation and strategic decision making capability build up.

It will give them the overall knowledge of how business can establish standard procedure of Planning, Operation & Control in an effective manner so that it will give competitive edge to the organization to be the market leader in the same industry. We are well aware that effective planning is the most important process of any business, then this plan should be executed and finally track and monitor the entire operation process so that desired outcome can be achieved with stipulated time frame and deliver the product to our end customers by meeting their expectation.

Apart from the theoretical knowledge, the module has been designed with practical simulation and some very effective business case also be discussed in this total course outline.

So, at the end of this course, students will learn the basic things of the Supply Chain Planning, Operation and Control.

### **Module Impact on the Learners**

Supply Chain Planning, Operation and Control are designed to give the exposure of the student about the process and practice of Planning, Operation & Control in business. This course will make them understandable how Planning is done that is Demand Planning, Operation Planning and then Execution through Operation and finally ensure the overall control the entire process to get the desired outcome from the operation.

## Module Learning Outcomes

This module provides students with a basic understanding of the legal rules that affect business.

Module Learning Outcomes:

1. Overall overview regarding the Demand Management. How Demand forecast is doing in the real life, what are factors are being considered in demand planning and final develop the demand forecast. Bullwhip Effect is Demand management.
2. Demand forecasting model (CCC) Core Commercial Cycle, one of the very effective model in managing overall Supply Chain Cycle in a very robust manner. IPO (Input Process Output) model of Demand Forecasting. Real life exercise of Net requirement calculation.
3. Operation management that is focusing on Production Planning. How to calculate capacity and also making synchronization of capacity in every work station of the Production Process. Difference between Theoretical capacity and actual capacity. How we can determine the actual capacity by using OEE. Real life exercise. Runner, Repeater and Stranger Product production planning.
4. Advance Planning Schedule (APS). How it is prepared and its work in real operation scenario. ERP (Enterprise Resources Planning). Design of ERP, Virtual Flow of ERP and real life how it is work in business.
5. PDCA (Plan-Do-Check-Act) is one of the most robust controlling tools to track and monitor overall supply chain performance. Supply Chain KPI.

## Module Outline

This module will provide students with an opportunity to develop the Graduate Attribute(s) specified below:

SL	Module Outline	Module Learning Outcome(s)
1	Domain knowledge	1
2	CCC Model, IPO Model	2
3	Real life work in Demand Management 23. Flow Chart of Demand Generation 24. Net Demand Calculation 25. PDCA Cycle 26. Bullwhip Effect 27. ERP 28. BOM	3&4
4	12. Production Planning- APS- MPS	4

## Module Impact on the Learners

Sourcing Management is design to give the exposure of the student about the process and practice of sourcing management in business. This course will make them understandable how sourcing is contributing the current competitive, challenging and changing business phenomenon. This will help the student to know the standard process and practice of the sourcing activities in the organization and also able to learn the compliance issue in the sourcing. In this course they will able to understand how supplier is selected, approved and evaluation and also some idea about supplier audit which is the major part of the sourcing management. It will give them an exposure on International Trade by this they will know about the various aspects of the International Trade such as Incoterm, H.S. Code & letter of Credit. Moreover, it has been design with modern negotiation tools and technics and also some high level matrixes of Sourcing Group Management which will help the student to develop strategic business decision. Finally, this course will give them full exposure of basic sourcing process, how it works in the business, ensure sourcing compliance and strategic decision making capability build up.

## Learning Resources

### Textbooks & Required Reading:

Basic Text:

- ✓ Proactive Purchasing in the Supply Chain- David N. Burt, Shella D. Petcanage, Richard L. Punkerton
- ✓ The Procurement Value Proposition- Gerada Chick , Robert Handfield
- ✓ Sourcing and Supply Chain Management- Robert B Handfield
- ✓ International Logistics 4<sup>th</sup> Edition – Pierre A. David

### Online Learning

- ✓ <http://www.supply-chain-management/purchase-procurement>
- ✓ <https://www.negotiations.com/articles/negotiation-types/>
- ✓ <https://kissflow.com/procurement-process/>
- ✓ <https://www.cio.com/article/2439495/outsourcing-outsourcing-definition-and-solutions.html>

## Assessment Policy for Course

The Assessment Policy for Coursework Programs is based on the following four principles:

1. Assessment must encourage and reinforce learning.
2. Assessment must enable robust and fair judgments about student performance.
3. Assessment practices must be fair and equitable to students and give them the opportunity to demonstrate what they have learned.
4. Assessment must maintain academic standards.

## Marks Distribution for each module

Class Attendance & Participation	10%
Class Test	10%
Presentation	10%
Final Exam	70%
<b>Total</b>	<b>100%</b>

**Note:** Faculty will have the discretion to change/amend the above assessment weigh

## Marks Distribution for Total Course

<b>ASCM 601</b>	100
<b>ASCM 602</b>	100
<b>ASCM 603</b>	100
<b>ASCM 604</b>	100
<b>Project work-ASCM 605</b>	100
<b>Total</b>	<b>500</b>

## Course Information

### Course Advisor

**Tahmina Akhter**

Director General (Additional Secretary)  
Bangladesh Institute of Management (BIM)

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