



**THE CYPRUS INTERNATIONAL INSTITUTE OF MANAGEMENT**  
**COURSE UNIT DESCRIPTION**

Course Unit Title	<b>OPERATIONS AND SUPPLY CHAIN MANAGEMENT</b>	
Course Unit Code	MB 675	
Type of Unit	Core	
Level of Course Unit	Second cycle	
Year of Study	First / Second year	
Semester	On Demand	
Number of ECTS Credits	6 ECTS	
Course Unit Objectives	This course has been designed in response to some of the most critical operational, tactical and strategic issues that global firms are struggling with today. Students will be taken systematically through an “entire supply chain”, starting with the end- customer first, basics of inventory management, logistics management, sourcing and supply management, buyer-supplier relationships, supply chain cost management, strategic lead-time management and supply chain agility.	
Learning Outcomes	On completion of this course students are expected to	
	CILO 1	Examine a critical role of OSCM in organizational and supply network context.
	CILO 2	Analyze individual aspects of OSCM and how they are connected together.
	CILO 3	Evaluate the trade-offs between OSCM decisions in the organizational and supply network context
	CILO 4	Apply OSCM tools and techniques with aim to improve organizational and supply chain performance
Mode of delivery	Face to Face	
Prerequisites or corequisites	None	
Course Content	Course Introduction	CILO 1,2
	OSCM and competitive advantage	
	Putting the end customer first	
	Inventory and logistics management	CILO 2,3,4
	Strategic sourcing and category management	CILO 2,3,4
	Supplier segmentation	CILO 3,4
	Supplier selection and evaluation	
	Buyer-supplier relationship management	CILO 1,2,3
	Building high-performance relationships	
Supply chain costing	CILO 2,3,4	
Strategic lead-time management		
Agile supply chains		
Case study presentations	CILO 1,2	
Future trends in OSCM		
Recommended or required reading	<u>Case studies:</u> -Super Models (for session: Managing Lead Time Frontier) -April Pumps (for session: Supply Chain Costing) -Strategic sourcing at Whirlpool China: finding the ideal supplier - Ref. no: 9B12D012 (for session: supplier selection and evaluation) -Zara: The world’s largest fashion retailer – Ref. no. 615-059-1 (for session: Supply Chain Agility) -Tasty-treats: Mini-case study (for session: Inventory Management) <u>Articles:</u> -Kraljic, P. (1983), “Purchasing must become supply strategy”, <i>Harvard Business Review</i> , 61(5), pp. 109-117. -Liker and Choi (2004), “Building deep supplier relationships” <i>Harvard Business Review</i> , 82(12), pp. 104-113.	

	-Lambert and Knemeyer (2004), "We're in this together" <i>Harvard Business Review</i> , 82(12), pp.
Planned learning activities and teaching methods	Lectures, discussions, activities, live builds and case studies
Assessment methods and criteria	40% Group case study analysis 60% Individual assignment
Language of Instruction	English
Work Placement(s)	Not applicable