



Course syllabus

Faculty Board of Business, Economics and Design
School of Business and Economics

2FE010 Distributionssystem, 7,5 högskolepoäng
Distribution Management, 7.5 credits

Main field of study
Business Administration

Subject Group
Business Administration

Level of classification
First Level

Progression
G2F

Date of Ratification
Approved by the Board of the School of Business and Economics 2009-12-17

Revised 2011-06-13. Reading list revised

The course syllabus is valid from autumn semester 2011

Prerequisites
In order to be admitted to the course, students are required to have a minimum of 105 (out of 120) higher education credits with a passing grade from the Business Administration and Economics Programme, or the corresponding.

Expected learning outcomes

After completing this course the student should be able to:

- have advanced knowledge of distribution structures and delivery service
- have knowledge on the transportation industry
- have knowledge on IT as an enabler in the distribution channel
- have knowledge on transportation and logistics law with a focus on Incoterms
- Apply safety stock dimensioning and advanced inventory management
- Problematize a theoretical logistical problem associated with distribution

Content

Distribution structure; definitions, inventory structures, physical flows, determination points, ordering systems, and delivery service.

The transportation industry; supply, production, development, infrastructure issues and IT solutions.

Basic transportation and logistics law, the use of Incoterms.

Description of marketing channels and their actors. The division of roles between the actors in the channel. Organisation, integration and forms of collaboration, conflict resolution strategies and leadership within the marketing channel.

Quantitative models. The moment contains quantitative models for flow analyses in the distribution channel. Safety stock dimensioning of distribution stocks including basic probability and some important probability distributions and DRP (Distribution Requirement Planning).

Writing a theoretical paper

Type of Instruction

Teaching consists of lectures, exercises and tutorial meetings. Participating in seminars and guest lectures is compulsory.

Examination

The course is assessed with the grades Fail (U), Pass (G) or Pass with Distinction (VG).

Two individual written exams, a literature exam and a quantitative exam. A theoretical paper that should be handed in during the course. It is required to pass on all parts.

The grades on the written exams are Pass with Distinction (80% -100%), Pass (60% - 79%) or Failure (0% - 59%). The grades on the theoretical paper are Pass or Failure.

The points of the written exam and the paper are added, and the total point represents the course grade according to the upper scale.

A retest will be offered a few weeks after the original test for students who have not successfully passed the original test. At least 5 tests will be offered.

Course Evaluation

A course evaluation is conducted at the end of the course. The evaluation result is concluded in a report, which is archived at the institution. The result of the evaluation, possibly together with suggested changes, are communicated with the course responsible and presented to the students next time the course is given.

Required Reading and Additional Study Material

Mandatory literature

Coughlan, A.T, Anderson, E, Stern, L.W, El-Ansary, A. I Marketing Channels, Prentice Hall, latest edition. 575 p.

Nahmias, S. Production and Operations Analysis, McGraw-Hill, latest edition. 500 p.

Articles as advised by the course responsible 100 p.