Value chain management in practice

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Summary
Learn through practice (using a Value Chain Management simulation) the key drivers of effective Value Chain Management. From Purchasing to Sales, through Operations and Supply Chain Management, understand the key drivers of corporate performance.

Content
By playing the role of a Management Board member, in teams, the student will have to put into practice number of management notions and concepts, from commercial strategy definition to capacity and inventory management. This immersive experience will allow to gain awareness and understanding of the interdependence between all Value Chain functions, and between Strategical and Operational level decision-making.
Focusing on the impact of all decisions on the corporate financial results, the course will outline the need for inter-functional coordination, collaboration and alignment.
IMPORTANT: EACH STUDENT WILL HAVE TO HAVE HIS LAPTOP IN CLASS, WITH INTERNET CONNECTIVITY.

Keywords
Value Chain, Supply Chain Management, Operations, Financial Impact, Inter-Functional Collaboration

Learning Prerequisites
Required courses
None

Recommended courses
> MGT-481 - Financial & Managerial Accounting
> MGT-400 - Corporate Strategy
> MGT-528 - Operations: Economics & Strategy
> ME-419 - Production Management

Important concepts to start the course
Clear understanding of Business Management principles.
Good notions of Accounting (Profit & Loss statement, Investments and ROI).
Knowledge of Operations and Supply Chain Management basic concepts (Inventory Management, Demand and Supply, Batch Sizes, Capacity Management, Customers and Suppliers Relationship Management, …).
Learning Outcomes
By the end of the course, the student must be able to:
• Analyze the interaction and interdependence between Value Chain functions
• Demonstrate value of cross-functional collaboration and alignment
• Define effective Commercial, Operations and Supply Chain Management Strategies
• Implement Strategic orientations into Tactical and Operational decisions
• Predict and measure the financial impact of business decisions
• Design cross-functional decision process to effectively balance market demand and supply chain capabilities

Transversal skills
• Demonstrate the capacity for critical thinking
• Manage priorities.
• Continue to work through difficulties or initial failure to find optimal solutions.
• Communicate effectively with professionals from other disciplines.
• Negotiate effectively within the group.
• Set objectives and design an action plan to reach those objectives.
• Plan and carry out activities in a way which makes optimal use of available time and other resources.
• Resolve conflicts in ways that are productive for the task and the people concerned.

Teaching methods
In a ‘Learn-by-Doing’ mode, 70-80% of the time in class will be dedicated to the simulation, thanks to which the students will be put in very close-to-real situations.
The remaining 20-30%, lectures will be given, by academical and professional speakers, to provide insights on specific issues araised from the simulation practice.

Expected student activities
Class attendance is mandatory, as the course will mainly be organized into team-work.
Students’ teams will be expected to work also outside class sessions, and will be asked to deliver written reports and oral presentations.
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Assessment methods
Continuous assessment combining:
> 50% on teamwork written assignments
> 30% on teamwork oral assignments
> 20% on individual contribution to team’s results

Resources
Virtual desktop infrastructure (VDI)
Yes

Websites
• http://www.thefreshconnection.biz