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, ...).
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 arisen 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. IMPORTANT: EACH STUDENT WILL HAVE TO HAVE HIS LAPTOP IN CLASS, WITH INTERNET CONNECTIVITY.

Assessment methods
Continuous assessment combining:
> 50% on teamwork written assignments
> 30% on teamwork oral assignments
> 20% on individual contribution to team’s results