

**Central Connecticut State University**  
**School of Technology**  
Manufacturing and Construction Management Department  
1615 Stanley Street  
New Britain, Connecticut 06050

**IT 562 – Supply Chain Issues**  
**Spring 2006**

Course Hours: **Thursday, 5:00 – 7:40 pm**  
Room: **Copernicus Hall No. 24403**

Instructor: Dr. Bob Emiliani  
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E-mail: emilianibob@ccsu.edu  
Information on Class Cancellation: 832.3333

Office: Copernicus Hall, Room No. 21202  
Office Hours: Mon/Tues/Thurs, 2:00-4:00 pm

**Textbook:** None

**Course Prerequisite(s):** None

**Course Description:**

Key concepts in managing the flow of goods and information from raw material to end-use customer. Focuses on the design, analysis, and decision-making methodology used in industrial procurement. Highlights the integration of procurement with operations.

**Course Objectives:**

This course offers insights into the social and economic nature of supply networks. It will give students a focused perspective on current and future choices in business decision-making as it relates to supply management and enterprise effectiveness. Objectives include:

- Understanding the impact of buyer-seller relationships on overall business success.
- Learn the differences between how batch-and-queue businesses manage supply networks compared to Lean businesses (power-based bargaining vs. collaborative problem solving)
- Understand the role of internal and external stakeholders in managing continuing operations

**Course Requirements:**

The course will be conducted using an interactive lecture-discussion format.

- \* Students are expected to come to class prepared, having completed all assignments, and make a significant contribution to the discussion and content of the course.

The class sessions will include a review of the selected topic and discussion of various book chapters, journal articles, and current stories from national and international periodicals.

**Assignments:**

Students will complete the individual written assignment specified:

- Mini assignment. Submit at start of class.
- Regular assignment. Submit as a plain e-mail note or MS Word file (table format), 1-2 pages to emilianibob@ccsu.edu the day before class – **before 6 pm.**

Consolidate multi-part assignments into a single .doc file. Put your name at the top of the page. Do not add a cover page. You will receive a blank e-mail reply confirming that I received your assignment.

**Grading:**

| Requirement        | Grading                                   |
|--------------------|---|
| Mini Assignment    | 7 @ 0, 1, or 2 pts each = up to 14 points |
| Regular Assignment | 7 x 12.29 pts each = 86 points            |

Assignments will be graded on the basis of three criteria (equal weights): did you answer the question, was it in sufficient detail, and was it clear to the reader.

Since we will discuss each homework assignment the following week, **there are no make-ups.**

- \* Attendance and in-class participation are often deciding factors in determining the final grade you receive. Poor attendance will negatively impact your grade.
- \* You should attend every class and participate in class to: a) learn as much as possible, and b) achieve a grade that you will be satisfied with.
- \* Please arrive on time.

**General Student Responsibilities:**

1. See requirements as stated in the Student Handbook.
2. Students should be familiar with CCSU Graduate Policy on Academic Misconduct (Graduate School Handbook pp. 33-38 )
3. Students who must be absent should make arrangements with the instructor before the scheduled event or notify the instructor at the earliest possible.
4. Be prepared to access your CCSU e-mail account, or set up e-mail forwarding.

## IT 562 - Supply Chain Issues

Spring 2006

| Class           | Topic   | Required Reading   | Assignment | Due Date |
|-----------------|---|--|------------|----------|
| 1<br>26 Jan     | - Course Overview<br>- Lean & Supply Chain Management, 1/2                      | Lummus and Vorkurka – SCM History                                    | Mini       | 2.2      |
| 2<br>2 Feb      | - Lean & Supply Chain Management, 2/2<br>- Introduction to Supply Networks, 1/2 | Cousins & Spekman – Strategic Supply / Relationships                 | Mini       | 2.9      |
| 3<br>9 Feb      | - Introduction to Supply Networks, 2/2  | van Donk – Redesigning Supply of Hospital Gasses                     | Regular    | 2.15     |
| 4<br>16 Feb     | - Organizing for SCM  | Emiliani – Lean Aerospace Supply Chain                               | Mini       | 2.23     |
| 5<br>23 Feb     | - Outsourcing and Insourcing  | Durfee – Buyer Beware, and Barthélemy – Deadly Sins of Outsourcing   | Regular    | 3.1      |
| 6<br>2 Mar      | - Supplier Evaluation, Selection, & Development                                 | Bounds – Toyota Supplier Development                                 | Mini       | 3.9      |
| 7<br>9 Mar      | - Strategic Cost Management   | Dyer & Hatch – Supplier Knowledge-Sharing Networks                   | Regular    | 3.15     |
| 8<br>16 Mar     | - Tools and Techniques  | Hammond <i>et al.</i> – Hidden Traps in Decision-Making              | Regular    | 3.29     |
| <b>23 March</b> | <b>No Class – Spring Break Week</b>   |  |            |          |
| 9<br>30 Mar     | - Performance Measures  | Emiliani <i>et al.</i> , – Unintended Responses to Purchasing Metric | Mini       | 4.6      |
| 10<br>6 Apr     | - Green Procurement   | Toffel – Strategic Management of Product Recovery                    | Mini       | 4.13     |
| 11<br>13 Apr    | - Negotiations & Contract Management  | Emiliani – Inevitability of Conflict                                 | Regular    | 4.19     |
| 12<br>20 Apr    | - B2B E-Commerce, 1/2   | Ferdows <i>et al.</i> – Rapid-Fire Fulfillment                       | Mini       | 4.27     |
| 13<br>27 Apr    | - B2B E-Commerce, 2/2<br>Online Reverse Auctions                                | Emiliani & Stec – ORA Savings Study and Aero ORA Survey              | Regular    | 5.3      |
| 14<br>4 May     | - Online Reverse Auctions   | Briscoe & Dainty – Construction Supply Chain Integration             | Regular    | 5.17     |
| 15<br>18 May    | - Summary & Closing Remarks<br>- Visual Control                                 | -  | -          | -        |