

# BULM - LOGISTICS, BUSINESS, AND PUBLIC POLICY

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## **BULM700 Business Fundamentals for Supply Chain Managers I (2 Credits)**

This course is part of a series of two courses Business Fundamentals for SCM part I and, part II. The series is intended to provide you with the knowledge and skills necessary to quantify the impact of supply chain management decisions on the bottom line. Students will gain a solid understanding of accounting, finance and the link between supply chain and overall financial performance. Students will analyze financial statements and explain the implications of supply chain management decisions on standard financial ratios and all components of the balance sheet and income statement. Through interactive supply chain finance models, students will demonstrate the sensitivity of outcome to multiple independent variables. Last but not least, students will also learn how to apply the net present value technique to evaluate the feasibility of investment projects in supply chain.

**Restriction:** Permission of BMGT-Robert H. Smith School of Business; or must be in Business and Management (Master's) program.

**Credit Only Granted for:** BULM758K or BULM700.

**Formerly:** BULM758K.

## **BULM701 Business Fundamentals for Supply Chain Managers II (2 Credits)**

This is the second course of the series Business fundamentals for Supply Chain Managers. This course is intended to provide you with the knowledge and skills necessary to quantify the impact of supply chain management decisions on the bottom line. Students will gain a solid understanding of accounting, finance and the link between supply chain and overall financial performance. Students will analyze financial statements and explain the implications of supply chain management decisions on standard financial ratios and all components of the balance sheet and income statement. Through interactive supply chain finance models, students will demonstrate the sensitivity of outcome to multiple independent variables. Last but not least, students will also learn how to apply the net present value technique to evaluate the feasibility of investment projects in supply chain.

**Prerequisite:** BULM700; or permission of BMGT-Robert H. Smith School of Business.

**Restriction:** Must be in Business and Management (Master's) program; or permission of BMGT-Robert H. Smith School of Business.

**Credit Only Granted for:** BULM758Q or BULM701.

**Formerly:** BULM758Q.

## **BULM710 Data Driven Decision Making I (2 Credits)**

Analytical modeling of business decisions; uncertainty, risk and expected utility; regression modeling to infer relationships among variables.

**Restriction:** Must be in Business and Management (Master's) program; or permission of BMGT-Robert H. Smith School of Business.

**Credit Only Granted for:** BUSI630, BULM758X or BULM710.

**Formerly:** BULM758X.

## **BULM711 Data Driven Decision Making II (2 Credits)**

Analytical modeling of business decisions; uncertainty, risk and expected utility; regression modeling to infer relationships among variables.

**Restriction:** Must be in Business and Management (Master's) program; or permission of BMGT-Robert H. Smith School of Business.

**Credit Only Granted for:** BUSI630, BULM758Y or BULM711.

**Formerly:** BULM758Y.

## **BULM720 The Green Supply Chain (2 Credits)**

In response to international regulation of carbon emissions and increasing corporate responsibility pressures, companies are seeking to develop greener supply chains. Companies such as WalMart have undergone a paradigm shift in how they manage their businesses to emphasize environmental stewardship and due diligence on product sustainability. Students are provided with key concepts and tools for designing and managing environmentally sustainable, low-impact supply chains.

**Restriction:** Must be in one of the following programs (Business and Management (Master's); Business and Management (Master's)).

## **BULM721 Global Supply Chain Management (2 Credits)**

Offers a practical blueprint for understanding, building, implementing, and sustaining supply chains in today's rapidly changing global supply chain environment. It will provide the student with a survey of the fast-moving Supply Chain Management discipline and practice, including the evolution of supply chain strategies, business models and technologies; current best practices in demand and supply management; and methodologies for conducting supply chain-wide diagnostic assessments and formulating process improvement plans.

**Restriction:** Must be in Business and Management (Master's) program; or permission of BMGT-Robert H. Smith School of Business.

**Credit Only Granted for:** BUSI672 or BULM721.

## **BULM724 Negotiations in Supply Chain Management (2 Credits)**

This high experiential course will improve students' negotiation skills and capacity to acquire and effectively use power. By using a variety of assessment tools, feedback sources, skill-building exercises, and exercise debriefings, the class will increase students' negotiating self-confidence and improve their capacity to achieve win-win solutions to individual, team, and organizational problems. The course is designed to enhance students negotiating self confidence and improve students analytical skills, interpersonal skills, creativity (e.g., identifying creative solutions to conflict), and persuasive abilities.

**Restriction:** Must be in one of the following programs (Business and Management (Master's); Business and Management (Master's)).

## **BULM726 Purchasing Management (2 Credits)**

Examines purchasing methods from both a tactical and strategic viewpoint. Special emphasis is placed on developing purchasing strategies from international suppliers and the trade-offs between outsourcing and insourcing.

**Restriction:** Must be in one of the following programs (Business and Management (Master's); Business and Management (Master's)).

## **BULM731 Technology Applications in Supply Chain Management (2 Credits)**

In this course, we introduce the knowledge and skills necessary to quantify the impact of supply chain management decisions on the bottom line. Students will gain an understanding of accounting, finance, production cost, scheduling, and the link between supply chain and overall financial performance.

**Restriction:** Must be in Business and Management (Master's) program; or permission of BMGT-Robert H. Smith School of Business.

**BULM732 Networks and Influence (2 Credits)**

Focuses on networks, social capital, and influence as they relate to operating effectively in organizations. It draws heavily on emerging literature related to social capital and networks, but also integrates concepts from persuasion, communication, and motivation literatures to aid your efforts to build a successful track record for yourself and your organization.

**Restriction:** Must be in Business and Management (Master's) program; or permission of BMGT-Robert H. Smith School of Business.

**Credit Only Granted for:** BUM0725 or BULM732.

**BULM733 Global Trade Logistics (2 Credits)**

Acquaints students with managerial issues in international logistics and transportation, and provides students with an understanding of issues related to import/export management and the global marketplace.

**Restriction:** Must be in one of the following programs (Business and Management (Master's); Business and Management (Master's)) ; or permission of BMGT-Robert H. Smith School of Business.

**Credit Only Granted for:** BMGT773 or BULM733.

**Formerly:** BMGT773.

**BULM734 Assessing and Managing Supply Chain Risks (3 Credits)**

Supply chain managers are facing an increasingly volatile operating environment, with constant danger of trading community disruption from business, social and environmental risks. Students are provided with a working knowledge of both the core techniques of supply chain risk assessment and mitigation; as well as best practices in establishing formal corporate supply chain risk management programs. A semester-long X-Treme Supply Chain Simulation will enable students to gain hands-on experience in navigating a computer company through a complex and risky four quarters of global business operations.

**Restriction:** Must be in one of the following programs (Business and Management (Master's); Business and Management (Master's)).

**BULM735 Project Management in Dynamic Environments (2 Credits)**

Addresses project management skills that are required by successful managers in increasingly competitive and faster-moving environments. Examines fundamental concepts of successful project management, and the technical and managerial issues, methods, and techniques.

**Restriction:** Must be in Business and Management (Master's) program; or permission of BMGT-Robert H. Smith School of Business.

**BULM736 Executives in Supply Chain Management (3 Credits)**

Designed to provide students an opportunity to engage in intensive interaction with senior supply chain executives from a cross-section of industries. Executives share their insights on leading competitive supply chains in the global marketplace, while students research the competitive supply chain dynamics of each executive's industry.

**Restriction:** Must be in one of the following programs (Business and Management (Master's); Business and Management (Master's)).

**BULM742 Global Supply Chain Resources Planning (2 Credits)**

Provides students with an overall understanding of how firms use an advanced supply chain planning (ASCP) application as an integral part of their materials management process which includes such activities as production planning, materials requirements planning, and distribution requirements planning.

**Restriction:** Must be in one of the following programs (Business and Management (Master's); Business and Management (Master's)) ; or permission of BMGT-Robert H. Smith School of Business.

**BULM744 Global Supply Chain Risk Management (2 Credits)**

Explores methods to build enterprise resilience from the perspectives of the supply chain planner and supply chain manager. Addresses concerns assessing strategic & operational risks, day to day uncertainties in demand & supply and ensuring business continuity after low probability but high impact events such as a terrorist attack or earthquake.

**Restriction:** Must be in one of the following programs (Business and Management (Master's); Business and Management (Master's)) ; and permission of BMGT-Robert H. Smith School of Business.

**BULM750 Lean Sigma for Supply Chain I (2 Credits)**

This course is part of a series of courses. This is the second part of the Lean Six Sigma for SC Managers course series. We will be focusing on the Analyze, Improve and Control phases of the Lean Six Sigma methodology. Lean Six Sigma is a robust methodology for problem solving aiming to improve quality and reduce speed within a process. This course covers up to the Lean and Six Sigma Green Belt level body of knowledge. You will be expected to conduct a project on a case study of a business looking to improve their processes to meet customer requirements.

**Restriction:** Must be in Business and Management (Master's) program; or permission of BMGT-Robert H. Smith School of Business.

**Credit Only Granted for:** BULM758L or BULM750.

**Formerly:** BULM758L.

**BULM751 Lean Sigma for the Supply Chain II (2 Credits)**

This course is part of a series of courses. The first part will cover the Introduction, Define and Measure Phases of the Lean Six Sigma Methodology. Lean Six Sigma is a robust methodology for problem solving aiming to improve quality and reduce speed within a process. This course covers up to the Lean and Six Sigma Green Belt level body of knowledge. You will be expected to conduct a project on a case study of a business looking to improve their processes to meet customer requirements.

**Prerequisite:** BULM750.

**Restriction:** Must be in Business and Management (Master's) program; or permission of BMGT-Robert H. Smith School of Business.

**Credit Only Granted for:** BULM758V or BULM751.

**Formerly:** BULM758V.

**BULM754 Global Transportation Management (2 Credits)**

Introduces transportation as a field of managerial and governmental responsibility and presents the features that make the transportation arena unique and, thus, worthy of advanced study. Each of the five modes of transportation, along with other forms of carriage, will be considered. In addition, the importance of freight transportation within supply chain management will be examined. Issues related to passenger transportation will also be addressed. Throughout the course, particular attention will be paid to the significant impact that transportation has on economic development and growth.

**Restriction:** Must be in Business and Management (Master's) program; or permission of BMGT-Robert H. Smith School of Business.

**Credit Only Granted for:** BULM758T or BULM754.

**Formerly:** BULM758T.

**BULM756 Supply Chain Strategy (2 Credits)**

Examines supply chain management at the strategic level. Through class lectures, case discussions, and assignments, students first learn about the determinants of corporate strategy. Supply chain strategies are then discussed, along with the need to properly align supply chain strategy with corporate strategy. Finally, there is a discussion of how to implement supply chain strategy, given various environmental and market considerations.

**Restriction:** Must be in Business and Management (Master's) program; or permission of BMGT-Robert H. Smith School of Business.

**Credit Only Granted for:** BULM758B or BULM756.

**Formerly:** BULM758B.

**BULM758 Special Topics in Logistics, Business and Public Policy (1-4 Credits)**

Selected advanced topics in the various fields of graduate study in logistics, business and public policy.

**Prerequisite:** Permission of BMGT-Robert H. Smith School of Business.

**Repeatable to:** 9 credits if content differs.

**Formerly:** BMGT798.

**BULM759 Independent Study in Logistics Management (1-6 Credits)**

Independent study for Masters students in Logistics Management.

**Repeatable to:** 6 credits if content differs.

**Formerly:** BMGT708.