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**Course Proposals**

[List of all proposals](javascript:__doPostBack('Main$LinkButton1',''))

Course Name:Supply Chain Supply Chain Relational Strategies   
Course Prefix: SCM  
Course Number: 4500  
             Submitted by (Name & E-Mail):  Sebastian Brockhaus, sbrockhaus@weber.edu

Current Date:  10/01/2013  
College: Business & Economics  
Department:   Business Administration                                
From Term: Fall  2014

Substantive

|  |  |
| --- | --- |
| new | Current Course Subject N/A Current Course Number |

**New/Revised Course Information:**

|  |  |
| --- | --- |
| Subject:  SCM  Course Number: 4500 | Check all that apply:  *This is for courses already approved for gen ed.     Use a [different form](http://documents.weber.edu/catalog/forms.htm" \t "_blank) for proposing a new gen ed designation.*  DV   CA   HU   LS   PS   SS   EN   AI   QL   TA   TB   TC   TD   TE |

Course Title: Supply Chain Relational Strategies

Abbreviated Course Title: SC Relational Strategies

|  |  |
| --- | --- |
| Course Type: | LEC |

Credit Hours:  3  **or** if variable hours:    to

Contact Hours: Lecture 3  Lab    Other

Repeat Information:  Limit 0   Max Hrs 0

Grading Mode:  standard

|  |  |
| --- | --- |
| This course is/will be: | a required course in a major program  a required course in a minor program  a required course in a 1- or 2- year program  elective |

Prerequisites/Co-requisites:

Prerequisites: Business Foundations; SCM 3050, SCM 3500, SCM 3600, SCM 3700; MGMT 3200 or NTM 3250; Should be taken concurrently with SCM 4550

Course description (exactly as it will appear in the catalog, including prerequisites):

Course Description:  
This course focuses on the soft side of supply chain management, addressing both the internal (including individual) and external relationships that allow a supply chain to function. Key elements of the course include the perspective on supply chain strategic relationships, managing cultural disparities and conflict between businesses and functional units within them, and change management issues. Students will learn core processes around initial exploration and assessment of supply chain relationships, establish metrics/expectations for the relationship, craft and manage teams and work groups, and develop negotiation skills.   
Prerequisites: Business Foundations; SCM 3050, SCM 3500, SCM 3600, SCM 3700; MGMT 3200 or NTM 3250; Should be taken concurrently with SCM 4550

**Justification** for the new course or for changes to an existing course. (Note: Justification should emphasize academic rationale for the change or new course. This is particularly important for courses requesting upper-division status.)

This course merits upper-division credit as it addresses an advanced body of knowledge and practice in SCM. This course teaches the practical tools associated with collaborative relationships management through the life cycle of the supply chain necessary to pursue a successful career in SCM. The existing curriculum in SCM does not offer a course that is directly designed for SCM students and adapted to their immediate needs. This new course is therefore a chance to streamline the number of possible electives and offer a course that builds on SCM examples and issues to build skills in relationship management and negotiation.

**INFORMATION PAGE**for substantive proposals only

1. Did this course receive unanimous approval within the Department?

true

If not, what are the major concerns raised by the opponents?

2. If this is a new course proposal, could you achieve the desired results by revising an existing course within your department or by requiring an existing course in another department?

No. The learning objectives of this course can neither be achieved by revising an existing course within the department nor with a course in another department. Supply chain design and integration incorporates to broad skill sets:  
  
1) The design of value co-creation systems; i.e., identifying the right complementary competencies that reside across members of a supply chain network.  
2) The integration of value-creation activities and processes among members of the network. This requires investment in relationship-specific assets, knowledge-sharing routines, and appropriate governance structures.  
  
Courses currently offered do not address these vital issues. This class takes a deep dive into the tools required for effective integration of value systems.  
  
This course merits upper-division credit as it addresses an advanced body of knowledge and practice in SCM. The course teaches the practical tools associated with collaborative relationship management through the life cycle of the supply chain necessary for students to pursue a successful career in SCM.

3. How will the proposed course differ from similar offerings by other departments? Comment on any subject overlap between this course and topics generally taught by other departments, even if no similar courses are currently offered by the other departments. Explain any effects that this proposal will have on program requirements or enrollments in other department. Please forward letters (email communication is sufficient) from all departments that you have identified above stating their support or opposition to the proposed course.

The course is distinct in content and structure (see points 1 & 2 above). However, certain skills taught and inculcated in this course are tangentially covered in other classes. Rather than being redundant, this overlap provides a complementary opportunity to practice much needed skills like communication, negotiation, and presentation skills. Similarly, the course will give students the opportunity to apply other skills (e.g., statistics,financial analysis) to the supply chain context.  
  
This course should not adversely affect program requirements or enrollments in other departments. The course will be a requirement for SCM students and therefore help to ensure that the necessary skills have been built for every student that graduates from the SCM program. The course will differ from the alternatives because it employs the SCM background and context and builds on SCM related examples and materials.

4. Is this course required for certification/accreditation of a program?

no

If so, a statement to that effect should appear in the justification and supporting documents should accompany this form.

5. **For course proposals**, e-mail a syllabus to [Faculty Senate](mailto:kbrown4@weber.edu) which should be sufficiently detailed that the committees can determine that the course is at the appropriate level and matches the description. **There should be an indication of the amount and type of outside activity required in the course (projects, research papers, homework, etc.)**.

**Please mail a signed [approval page](https://portalapps.weber.edu/lcourseproposal/SignaturePage.PDF" \t "_blank) to the Faculty Senate Office, MA 210J, MC 1003.**

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