



IDENTIFYING DATA

Management of supplies and commercial distribution

Subject	Management of supplies and commercial distribution			
Code	V06G270V01404			
Study programme	Grado en Comercio			
Descriptors	ECTS Credits	Choose	Year	Quadmester
	6	Mandatory	2nd	2nd
Teaching language	Spanish Galician			
Department				
Coordinator	Diz Comesaña, María Eva			
Lecturers	Diz Comesaña, María Eva			
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Web				
General description	The objective is to present a joint analysis of the activities related to the total flow of materials and the flow of associated information, from the provision to the delivery of the final product to the customers, considering the recovery of the waste caused.			

Skills

Code	
B1	CG1. To acquire knowledge of management, instrumental techniques and the most advanced, innovative elements in the study of commercial activity with the purpose of using them in commerce.
B2	CG2. To apply the knowledge acquired in professional practice in the future, developing the conceptual and operative abilities of future business managers in the context of a dynamic global economy undergoing a continuous process of change and innovation.
C4	CE4. To know the aims, functions and instrumental techniques of organizations' different subsystems, as well as the relationships existing between them from the perspective of a systems approach.
C5	CE5. To understand the goals, extent and value of the function of commercial supply and distribution, its relationships with the rest of the areas and its role as intermediary in commercial activity, with the aim of designing strategies for the supply and commercialization of goods and services.
C15	CE15. To know and apply the quantitative methods of operations research for decision making in the area of commerce, as well as the design and analysis of surveys through probabilistic sampling for carrying out market research.
D3	CT3. Ability to learn and work independently, and work planning and organization skills.
D5	CT5. Ability to apply the theoretical and practical knowledge acquired in the academic context, in particular to apply multidisciplinary knowledge and thinking.

Learning outcomes

Expected results from this subject	Training and Learning Results		
Apply search, filtering and interpretation tools in the logistics area.	B2	C5 C15	D3 D5
Set up objectives, develop strategies and action plans specific to transport and logistics activities.	B1 B2	C4 C5	D3 D5
Handle the specific knowledge, processes and techniques of logistic management, assuming the effects of practice and the consequences of its action in any context of intervention reflecting on its own positions.	B1 B2	C5 C15	D3 D5
Make decisions in the search of solutions to the problems related to the situation of the logistics area, as well as the issuance of the corresponding reports.	B1 B2	C5 C15	D3 D5

Contents

Topic	
Unit 1. Introduction	(*)
Unit 2. Supply chain	(*)
Unit 3. Purchasing management	(*)
Unit 4. Inventory management	(*)
Unit 5. Transport	(*)
Unit 6. Lean Manufacturing	(*)

Planning

	Class hours	Hours outside the classroom	Total hours
Lecturing	15	15	30
Problem solving	20	30	50
Case studies	3	3	6
Seminars	2	2	4
Problem and/or exercise solving	6	25	31
Objective questions exam	3	26	29

*The information in the planning table is for guidance only and does not take into account the heterogeneity of the students.

Methodologies

	Description
Lecturing	Exposition by the teacher of the contents on the subject matter of study, theoretical bases and / or guidelines of a work, exercise or project to be developed by the student.
Problem solving	Resolution and presentation of exercises / questions / works by the student, individually or in groups, under the proposal, guidance and supervision of the teacher.
Case studies	Approach, analysis, resolution and debate of cases and situations related to the subject.
Seminars	Meetings that the students have with the subject teachers for advice, development and supervision of subject activities and the learning process.

Personalized assistance

Methodologies Description

Seminars	Meetings that the students have with the subject teachers for advice, development and supervision of subject activities and the learning process.
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Assessment

	Description	Qualification	Training and Learning Results		
Problem and/or exercise solving	Tests in which the student must solve a series of cases, problems and exercises in a time and conditions established by the teacher. In this way, the student must apply the knowledge acquired.	40	B1 B2	C4 C5	D3 D5
Objective questions exam	Tests for the evaluation of the acquired competences that include direct questions about a specific aspect. Students must respond in a direct and reasoned way based on the knowledge they have on the subject.	60	B1 B2	C4 C5	D3 D5

Other comments on the Evaluation

The evaluation of the student will be done as follows:

- Final exam (60% from the final mark, 6 marks). There is only one exam per term.
- Problems and/or exercises performed in the practices (40% of the final mark, 4 points).

To overcome the subject, it is necessary to fulfill two conditions: to pass the final exam and to reach a minimum of 5 points.

If you pass the exam, the final grade of the subject is the sum of the grade reached in the examination and the note of the work done in the practices.

If you do not pass the exam, the final mark of the subject will be the result of expressing the mark of the exam in a scale of 10 points.

The second call will be governed by the same rules.

Sources of information

Basic Bibliography

Complementary Bibliography

Aparicio, G. y Zorrilla, P., **Distribución comercial en la era omnicanal**, Ediciones Pirámide, 2015

Bowersox, D., **Administración y logística en la cadena de suministros**, McGraw-Hill, 2007

Casanovas, A. y Cuatrecasas, L., **Logística Empresarial. Gestión integral de la información y material en la empresa**, Gestión 2000, 2003

Castro Hermida, M. (coord.), **Los tres caminos para conseguir la excelencia en operaciones**, Escuela de Negocios Caixanova, 2005

Consortio de la Zona Franca, **Las empresas gacela de Galicia: del diagnóstico a la acción. Claves del crecimiento empresarial**, Consorcio de la Zona Franca, 2004

Cuatrecasas, L., **Organización de la producción y dirección de operaciones**, Díaz de Santos, 2011

Escudero Serrano, M.J., **Gestión de aprovisionamiento**, Paraninfo, 2011

Escudero Serrano, M.J., **Almacenaje de productos**, Paraninfo, 2011

Gaither, N. y Frazier, G., **Administración de producción y operaciones**, Thomson, 2000

Roux, M., **Manual de logística para la gestión de almacenes: las claves para crear o mejorar su almacén**, Gestión 2000, 2009

Santos J. y otros, **Mejorando la producción con lean thinking**, Pirámide, 2015

Soret Los Santos, I., **Logística y marketing para la distribución comercial**, ESIC, 2006

Soret Los Santos, I., **Logística y operaciones en la empresa**, ESIC, 2010

Tato, A. y otros, **Transporte marítimo en la cadena de suministro**, Andavira Editora, 2010

Recommendations

Contingency plan

Description

=== EXCEPTIONAL PLANNING ===

Given the uncertain and unpredictable evolution of the health alert caused by COVID-19, the University of Vigo establishes an extraordinary planning that will be activated when the administrations and the institution itself determine it, considering safety, health and responsibility criteria both in distance and blended learning. These already planned measures guarantee, at the required time, the development of teaching in a more agile and effective way, as it is known in advance (or well in advance) by the students and teachers through the standardized tool.

=== ADAPTATION OF THE METHODOLOGIES ===

The proposed educational and evaluation methodologies are appropriate in the case of a possible exceptional situation derived of the evolution of the COVID-19, simply would move to the Remote Campus and/or the FAITIC Platform.