



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.			

Training and Learning Results

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.

Expected results from this subject

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	The Operations Subsystem What is Logistics? Scope of Logistics within the company Reverse logistics Analysis from a gender and intersectional perspective
Unit 2. Supply chain	Conceptualization Cooperative relations Location decisions Analysis from a gender and intersectional perspective
Unit 3. Purchasing management	Supply management versus purchasing management The purchase process Supplier Relations Analysis from a gender and intersectional perspective
Unit 4. Inventory management	Conceptualization Inventory functions Advantages and disadvantages of inventories Inventory classification Inventory management models
Unit 6. Lean Manufacturing	Historical evolution General concepts Lean Techniques Analysis from a gender and intersectional perspective
Unit 5. Transport	Evolution of means of transport Pallets and containers Route management

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.

Assessment

	Description	Qualification	Training and Learning Results
Problem and/or exercise solving	Various tests and activities 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.	60	B1 C4 D3 B2 C5 D5 C15
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.	40	B1 C4 D3 B2 C5 D5 C15

Other comments on the Evaluation

CONTINUOUSASSESSMENT

The pupils' evaluation will be done as follows:

- Final exam (40 % of the final grade). There will be a single exam at the end of the semester that will take place on the date, time and place established by the Directorate of the Faculty of Commerce (<https://fcomercio.uvigo.es/>).
- Monitoring tests and activities (60 % of the final grade). These activities will be developed in the theoretical or practical sessions. They can only be carried out on the dates and sessions established, each student must attend to the group that has been assigned to take them. The dates will be chosen and approved by the students in the first weeks of class, based on the proposal that the teacher will show on the day of the presentation.

To pass the subject it is compulsory to meet two conditions: Passing the final exam and obtain a minimum of 5 points in the subject. The result of the evaluation will be expressed on a scale of 0 to 10 points.

In the case of passing the exam, the final grade forthe subject will result from the sum of the grade obtained in the exam and in the follow-up tests or activities.

In the case of not passing the exam, the final gradefor the subject will be the result of expressing the final exam grade on a 10 -point scale.

Students who participate in a continuous assessment test and do not take the final exam will be graded as failing and their grade will be between 0 and 4.

NON-CONTINUOUS ASSESSMENT

Those people who do not want to benefit from the continuous evaluation system should take an exam (100% of the score). This exam will takeplace on the date, time and place established by the Directorate of the Facultyof Commerce (<https://fcomercio.uvigo.es/>).

The student must request the non-continuous evaluation system in MOOVI on the dates established by the teacher.

The exam will be based in two parts: the first (it coincides with the continuous assessment exam), that costs the 40 % of the gradeand the second part, the remaining 60 % (its level of difficulty will be a little higher).

To pass the subject it is necessary to meet two conditions: Passing the first part and obtain a minimum of 5 points in the subject.If the first part is not passed, the final grade of the subject will be themark obtain on this first part, but written on a scale of 0 to 10 points.

SECOND ATTEMPT

The second attempt will be governed by the same rules.The examination of the extraordinary call will take place on the date, time and place established by the Directorate of the Faculty of Commerce (<https://fcomercio.uvigo.es/>).

END-OF-CAREER ATTEMPT

In the end-of-course call, there will be an exam that will account for 100 % of the grade of the subject. This will take place on the date, time and place established by the Directorate of the Faculty of Commerce (<https://fcomercio.uvigo.es/>).

NOTES

Any evidence of plagiarized tests, in whole or in part, will lead to a failing grade in all announcements for the academic year.

All tests must be delivered upon completion and under no circumstances may they be taken out of the classroom.

The review of exams will take place at the time andplace established by the teacher.

The schedule of the subject will be provided through Google Calendar, the link to access will be available to students before the beginning of the semester. It will list the activities to be carried out in each session.

Sources of information

Basic Bibliography

Casanovas, A. y Cuatrecasas, L., **Logística integral: Lean Supply Chain Management**, ISBN: 9788415330516, 3ª edición, Profit Editorial, 2015

Cuatrecasas Arbos, L., **Volver a empezar. Lean Management: El modelo de gestión que hoy todo el mundo acepta como el más avanzado, eficiente y competitivo**, ISBN: 9788417942625, 1ª edición, Profit Editorial, 2022

García Villalobos, J. C. González Pérez, S. y Sandubete Galán, J. E., **La cadena de suministro (supply chain): Gestión de la logística comercial**, ISBN: 9788419111418, 2ª edición, Fundación Universitaria San Pablo CEU, 2022

- Jacobs, F. R. y Chase, R. B., **Administración de Operaciones. Producción y Cadena de Suministros**, ISBN: 9781456291174; ISBN ebook: 9781456292263, 16ª edición, McGraw-Hill, 2022
- Lusa, A. (Coordinadora), **Guía para el diseño de la cadena de suministro**, ISBN: 9788417946821, 1ª edición, Dextra Editorial, 2022
- Mora García, L. A., **Gestión logística integral. Las mejores prácticas en la cadena de abastecimiento**, ISBN: 9789587713954, 3ª edición, ECOE ediciones, 2023
- Complementary Bibliography**
- Aparicio, G. y Zorrilla, P., **Distribución comercial en la era omnicanal**, 1ª edición, Pirámide, 2015
- Arias Aranda, D. (Coordinador) y Minguela Rata, B. (Coordinadora), **Dirección de la producción y operaciones. Decisiones estratégicas**, 1ª edición, Pirámide, 2018
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- Castro Hermida, M. (coord.), **Los tres caminos para conseguir la excelencia en operaciones**, 1ª edición, Escuela de Negocios Caixanova, 2005
- Consortio de la Zona Franca, **Las empresas gacela de Galicia: del diagnóstico a la acción. Claves del crecimiento empresarial**, 1ª edición, Consorcio de la Zona Franca, 2004
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- Escudero Serrano, M.J., **Gestión de aprovisionamiento**, 1ª edición, Paraninfo, 2011
- Escudero Serrano, M.J., **Almacenaje de productos**, 2ª edición, Paraninfo, 2011
- Gaither, N. y Frazier, G., **Administración de producción y operaciones**, 4ª edición, Thomson, 2000
- Marco, J. A., **Logística 5.0**, 1ª edición, Almuzara, 2021
- Molinillo, S., **Distribución comercial aplicada**, 2ª edición, ESIC, 2014
- Roux, M., **Manual de logística para la gestión de almacenes: las claves para crear o mejorar su almacén**, 5ª edición, Gestión 2000, 2009
- Santos J. y otros, **Mejorando la producción con lean thinking**, 2ª edición, Pirámide, 2015
- Slone, R. E. y otros, **Transformando la cadena de suministro. Los 5 pasos que ayudan a crear auténtico valor**, 1ª edición, Profit Editorial, 2019
- Soret Los Santos, I., **Logística y marketing para la distribución comercial**, 3ª edición, ESIC, 2006
- Soret Los Santos, I., **Logística y operaciones en la empresa**, 1ª edición, ESIC, 2010
- Tato, A. y otros, **Transporte marítimo en la cadena de suministro**, 1ª edición, Andavira Editora, 2010
- Velasco, J., **Gestión de la logística en la empresa. Planificación de la cadena de suministros**, 1ª edición, Pirámide, 2013
- Weenk, E., **Cómo gestionar la Cadena de Suministro. Fundamentos, práctica y aplicaciones en la vida real**, 1ª edición, MARGE BOOKS, 2022

Recommendations

Subjects that it is recommended to have taken before

Company: Principles of responsible management/V06G270V01103

Other comments

- It is convenient to keep the contact information updated on the MOOVI platform. In addition, it is necessary to upload a passport-type photo there in order to avoid the delivery of files in paper format.
- It is essential to attend the classroom sessions with the necessary material for its development.
- Mobile phones, laptops, portable tablets or similar will not be used continuously in work sessions, so it is requested that they be disconnected during the class when there is no need to use them. However, we will notify you in advance when we need to incorporate any of these devices.
- It is important to generate in the classroom, among all, an environment of trust and respect that allows us to express ourselves freely, establish cooperation dynamics and, therefore, be able to enjoy learning.
- Our subject will be approached from a gender perspective and from an intersectional point of view, in those points that the content requires.

(*) This teaching guide anticipates the lines of action that must be carried out with the student in the subject and is conceived in a flexible way. Consequently, it may require readjustments throughout the course promoted by the dynamics of the class or by the relevance of the situations that may arise. Likewise, students will be provided with the information and specific guidelines that are necessary at each moment of the learning process.