



Lesson Plan No. 1.1	Course Name: Logistics & Supply Chain Management Topic Introduction to Logistics, Concept of Logistics	Course No.: BBAMJ - 404
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Objectives	At the end of the lesson the student shall be able to: <ul style="list-style-type: none"> a. Understand the meaning of logistics and its scope in the context of supply chain management. b. Recognize the various activities and processes involved in logistics operations. c. Understand the significance of logistics in facilitating the efficient flow of goods, information, and resources across the supply chain.
Teaching Aids (if any)	<ul style="list-style-type: none"> a. Power Point Presentation b. White Board
Teaching Development	<ol style="list-style-type: none"> 1. Introduction (5 minutes) <ul style="list-style-type: none"> - Ask students if they have any prior knowledge or experience with logistics, and briefly discuss their responses. - Explain that logistics plays a crucial role in the success of businesses across various industries. - Provide an overview of what will be covered during the lesson. 2. Development (30 minutes) <ul style="list-style-type: none"> a) Define logistics as the process of planning, implementing, and controlling the efficient flow and storage of goods, services, and related information from point of origin to point of consumption. b) Break down the key components of logistics, such as: <ul style="list-style-type: none"> - Supply Chain Management - Transportation - Inventory Management - Warehousing - Information Flow c) Use examples to illustrate each component and its importance in logistics operations. 3. Exercise (5 minutes) – Summarising
Closure	<ol style="list-style-type: none"> 1. Summarize the Lesson Learning Outcomes and get affirmation from students on these. 2. Suggested Reading: https://egyankosh.ac.in/bitstream/123456789/72273/1/Unit-1.pdf



	<p>3. Homework: Assign students to research a specific aspect of logistics (e.g., transportation modes, inventory management techniques) and present their findings in the next class.</p> <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
Evaluation	<p>Reflective Questions (What, why, Who?). Allow students to answer and discuss.</p> <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 1.2	Course Name: Logistics & Supply Chain Management Topic Evolution of the Logistics	Course No.: BBAMJ - 404
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Objectives	At the end of the lesson the student shall be able to: a. Get a deep understanding of the historical context of logistics. b. Identify and analyze key milestones and innovations in the evolution of logistics.
Teaching Aids (if any)	a. Power Point Presentation b. White Board
Teaching Development	1. Introduction (5 minutes) - Introduction to the Topic - Provide a brief overview of what will be covered in the lesson, including the historical evolution of logistics from ancient times to the present day. - Highlight the importance of understanding the evolution of logistics in shaping the modern world and its impact on various industries and societies. 2. Development (30 minutes) a) Historical Background - Discuss the origins of logistics. - Explore logistics in ancient civilizations (e.g., Mesopotamia, Egypt, Rome). a) Industrial Revolution and Early Developments - Discuss the impact of the Industrial Revolution on logistics. - Discuss key figures and innovations that contributed to logistics during this period. a) Post-Industrial Revolution to Modern Logistics - Explore the evolution of logistics in the 20th century. - Highlight the role of technology in revolutionizing logistics, including the advent of containerization, barcode scanning, and computerized inventory management systems. - Touch upon contemporary trends such as e-commerce logistics and sustainable supply chain initiatives. 3. Exercise (5 minutes) – Summarising
Closure	1. Summarize the Lesson Learning Outcomes and get affirmation from students on these. 2. Suggested Reading: https://silpl.rathigroup.info/blog_details/9/The-Evolution-of-Logistics-Management



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	Spend 5 minutes to wrap up and consolidate the learnings.
Evaluation	Reflective Questions (What, why, Who?). Allow students to answer and discuss. Spend 5 minutes to evaluate student assimilation of the lesson contents





Lesson Plan No. 1.3	Course Name: Logistics & Supply Chain Management Topic Components & Functions of Logistics, Factors Affecting Logistics	Course No.: BBAMJ - 404
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Objectives	At the end of the lesson the student shall be able to: a. Get a deep understanding of Components & Functions of Logistics b. Demonstrate the ability to apply logistics principles and techniques to analyze and solve logistical challenges in various industries and contexts.
Teaching Aids (if any)	a. Power Point Presentation b. White Board
Teaching Development	1. Introduction (5 minutes) Highlight the importance of understanding the components, functions, and factors affecting logistics in various industries. 2. Development (30 minutes) a) Define and explain the key components of logistics: - Procurement: Acquiring goods or services needed for the production process. - Transportation: Moving goods from one location to another. - Warehousing: Storage and management of goods. - Inventory Management: Controlling the flow of goods in and out of inventory. - Information Systems: Managing data related to logistics activities. b) Discuss the functions of each component. c) Identify and discuss the key factors that influence logistics operations: - Economic Factors: Market demand, inflation, currency fluctuations, etc. - Technological Factors: Advances in transportation, warehousing automation, etc. - Regulatory Factors: Government regulations, trade policies, customs procedures, etc. - Environmental Factors: Sustainability initiatives, carbon emissions regulations, etc. - Social Factors: Consumer preferences, labor availability, cultural considerations, etc. d) Explain how these factors impact various aspects of logistics, such as cost, efficiency, and sustainability. 3. Exercise (5 minutes) – Summarising
Closure	1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.



	<p>2. Suggested Reading: https://theintactone.com/2019/07/12/sclm-u2-topic-2-components-and-functions-of-logistics-management/</p> <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
Evaluation	<p>Reflective Questions (What, why, Who?). Allow students to answer and discuss.</p> <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 1.4	Course Name: Logistics & Supply Chain Management Topic Integrated Logistics Systems	Course No.: BBAMJ - 404
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Objectives	At the end of the lesson the student shall be able to: <ul style="list-style-type: none"> a) Understand the concept of integration in logistics and its importance in improving supply chain efficiency, reducing costs, and enhancing customer satisfaction. b) Analyze the benefits of implementing integrated logistics systems, including improved coordination, reduced lead times, lower inventory holding costs, and increased customer responsiveness.
Teaching Aids (if any)	<ul style="list-style-type: none"> a. Power Point Presentation b. White Board
Teaching Development	<ol style="list-style-type: none"> 1. Introduction (5 minutes) <ul style="list-style-type: none"> - Define integrated logistics systems as the strategic coordination and integration of all logistical functions within an organization and across its supply chain partners to achieve seamless operations and maximize efficiency. - Explain that the goal of the lesson is to explore the key components, principles, and benefits of integrated logistics systems. - 2. Development (30 minutes) <ul style="list-style-type: none"> a) Discuss the components of integrated logistics systems: <ul style="list-style-type: none"> - Supply Chain Management: Coordination of activities involved in sourcing, procurement, production, and distribution to meet customer demand. - Transportation Management: Efficient planning, execution, and optimization of transportation activities. - Inventory Management: Control and optimization of inventory levels to minimize costs while meeting customer demand. - Warehousing and Distribution: Management of storage facilities and distribution networks to ensure timely delivery. - Information Systems: Utilization of technology and data analytics to facilitate decision-making and improve visibility across the supply chain. b) Explain how these components work together seamlessly to create an integrated logistics system that maximizes efficiency and responsiveness. c) Discuss the advantages of implementing integrated logistics systems: 3. Exercise (5 minutes) – Summarising
Closure	<ol style="list-style-type: none"> 1. Summarize the Lesson Learning Outcomes and get affirmation from students on these. 2. Suggested Reading: https://blog.tatanexarc.com/logistics/integrated-logistics/



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Evaluation	Reflective Questions (What, why, Who?). Allow students to answer and discuss. Spend 5 minutes to evaluate student assimilation of the lesson contents





Lesson Plan No. 1.5	Course Name: Logistics & Supply Chain Management Topic Logistical Competitive Advantage	Course No.: BBAMJ - 404
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Objectives	At the end of the lesson the student shall be able to: <ul style="list-style-type: none"> a. Understand the concept of logistical competitive advantage, including its definition, components, and significance in the context of logistics. b. Evaluate different strategies and approaches for gaining logistical competitive advantage.
Teaching Aids (if any)	<ul style="list-style-type: none"> a. Power Point Presentation b. White Board
Teaching Development	<ol style="list-style-type: none"> 1. Introduction (5 minutes) <ul style="list-style-type: none"> - Define logistical competitive advantage as the ability of a company to outperform its competitors in terms of logistics efficiency, effectiveness, and responsiveness. - Emphasize the critical role of logistics in gaining a competitive edge in the marketplace. 2. Development (30 minutes) <ul style="list-style-type: none"> - Discuss the concept of competitive advantage and its significance in business strategy. - Explain how logistics plays a crucial role in creating and sustaining competitive advantage. - Explore various strategies companies can use to gain logistical competitive advantage: <ul style="list-style-type: none"> - Discuss how each strategy contributes to improving logistics performance and gaining a competitive edge in the marketplace. 3. Exercise (5 minutes) – Summarising
Closure	<ol style="list-style-type: none"> 1. Summarize the Lesson Learning Outcomes and get affirmation from students on these. 2. Suggested Reading: https://smartprocurement.co.za/logistics-an-opportunity-for-competitive-advantage/#:~:text=From%20the%20perspective%20of%20this,and%20at%20the%20right%20price <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
Evaluation	<p>Reflective Questions (What, why, Who?). Allow students to answer and discuss.</p> <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 1.6	Course Name: Logistics & Supply Chain Management Topic Operational objectives of logistics, Growing Importance of logistics management	Course No.: BBAMJ - 404
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Objectives	At the end of the lesson the student shall be able to: <ul style="list-style-type: none"> a. Comprehend the meaning and significance of each "R" in logistics and its role in ensuring effective and efficient supply chain management. b. Analyze the interdependencies among the 7Rs and understand how decisions made regarding one "R" can impact others. For example, ensuring the right quantity may affect transportation costs and delivery times.
Teaching Aids (if any)	<ul style="list-style-type: none"> a. Power Point Presentation b. White Board
Teaching Development	<ol style="list-style-type: none"> 1. Introduction (5 minutes) <ul style="list-style-type: none"> - Highlight the crucial role of logistics management in modern business operations and its impact on overall organizational success. - Explain that the lesson will explore the operational objectives of logistics and the reasons behind the growing importance of logistics management in today's globalized and competitive business environment. 2. Development (30 minutes) <ul style="list-style-type: none"> a) Discuss the primary operational objectives of logistics: Customer Service: Ensuring timely delivery, order accuracy, and responsiveness to customer needs and preferences. <ul style="list-style-type: none"> - Cost Efficiency: Minimizing transportation, inventory, warehousing, and other logistics-related costs while maintaining service levels. - Inventory Management: Optimizing inventory levels to balance supply and demand, reduce carrying costs, and minimize stockouts. - Transportation Management: Efficiently planning, executing, and optimizing transportation activities to minimize costs and transit times. - Information Management: Utilizing technology and data analytics to enhance visibility, coordination, and decision-making across the supply chain. b) Explore the factors contributing to the growing importance of logistics management. c) Discuss how these trends and challenges highlight the critical role of logistics management in achieving competitive advantage, cost savings, and customer satisfaction. 3. Exercise (5 minutes) – Summarising
Closure	<ol style="list-style-type: none"> 1. Summarize the Lesson Learning Outcomes and get affirmation from students on these. 2. Suggested Reading:



	<p>https://egyankosh.ac.in/bitstream/123456789/72273/1/Unit-1.pdf</p> <p>https://www.infosysbpm.com/blogs/retail-cpg-logistics/logistics-importance-and-benefits.html</p> <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
Evaluation	<p>Reflective Questions (What, why, Who?). Allow students to answer and discuss.</p> <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 2.1	Course Name: Logistics & Supply Chain Management Topic Nature, concepts of Supply Chain Management	Course No.: BBAMJ - 404
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Objectives	At the end of the lesson the student shall be able to: <ul style="list-style-type: none"> a. Grasp the fundamental concepts and principles of supply chain management, including its definition, scope, and objectives. b. Identify and explain the key components of a supply chain, including suppliers, manufacturers, distributors, retailers, and customers.
Teaching Aids (if any)	<ul style="list-style-type: none"> a. Power Point Presentation b. White Board
Teaching Development	<ol style="list-style-type: none"> 1. Introduction (5 minutes) <ul style="list-style-type: none"> - Define supply chain management as the strategic coordination and integration of all activities involved in the sourcing, procurement, production, logistics, and distribution of goods and services to meet customer demand efficiently and effectively. - Explain that the lesson will delve into the nature, key concepts, and principles of supply chain management. 2. Development (30 minutes) <ul style="list-style-type: none"> a) <u>Understanding the Nature of Supply Chain Management</u> <ul style="list-style-type: none"> - Discuss the key characteristics of supply chain management. b) <u>Key Concepts of Supply Chain Management</u> <ul style="list-style-type: none"> - Introduce the fundamental concepts and principles of supply chain management: - Provide real-world examples or case studies illustrating how companies apply these concepts to optimize their supply chain operations and enhance overall performance. 3. Exercise (5 minutes) – Summarising
Closure	<ol style="list-style-type: none"> 1. Summarize the Lesson Learning Outcomes and get affirmation from students on these. 2. Suggested Reading: <p>https://www.investopedia.com/terms/s/scm.asp#:~:text=Supply%20chain%20management%20(SCM)%20is,them%20to%20the%20ultimate%20customer.</p> <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
Evaluation	Reflective Questions (What, why, Who?). Allow students to answer and discuss.



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Spend 5 minutes to evaluate student assimilation of the lesson contents





Lesson Plan No. 2.2	Course Name: Logistics & Supply Chain Management Topic Functions & Contribution Of Supply Chain Management	Course No.: BBAMJ - 404
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Objectives	At the end of the lesson the student shall be able to: <ul style="list-style-type: none"> a. Recognize and describe the primary functions of SCM, including procurement, production planning, inventory management, logistics, and distribution. b. Evaluate how effective SCM practices contribute to enhanced business performance, including cost reduction, improved customer satisfaction, increased agility, and competitive advantage.
Teaching Aids (if any)	<ul style="list-style-type: none"> a. Power Point Presentation b. White Board
Teaching Development	<ol style="list-style-type: none"> 1. Introduction (5 minutes) <ul style="list-style-type: none"> - Define supply chain management as the coordination and integration of key business processes across the supply chain, from raw material acquisition to the delivery of finished products to customers. - Emphasize the importance of SCM in optimizing operations, reducing costs, and enhancing customer satisfaction. - Explain that the lesson will focus on exploring the functions and contributions of supply chain management in more detail. 2. Development (30 minutes) <ol style="list-style-type: none"> a) Discuss the primary functions of supply chain management: <ul style="list-style-type: none"> - Sourcing: Identifying and selecting suppliers, negotiating contracts, and managing supplier relationships. - Procurement: Purchasing raw materials, components, and other inputs required for production. - Production: Manufacturing or assembling products using efficient processes and technologies. - Inventory Management: Managing inventory levels, optimizing stock levels, and minimizing holding costs while ensuring product availability. - Logistics: Coordinating transportation, warehousing, and distribution activities to ensure timely delivery to customers. - Customer Service: Addressing customer inquiries, handling returns, and providing after-sales support to enhance customer satisfaction. b) Explain how each function contributes to the overall efficiency and effectiveness of the supply chain. c) Explore the key contributions of supply chain management to business success. d) Discuss how these contributions align with broader business objectives such as revenue growth, profitability, and market share.



	3. Exercise (5 minutes) – Summarising
Closure	<ol style="list-style-type: none">1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.2. Suggested Reading: https://openstax.org/books/principles-marketing/pages/17-5-the-supply-chain-and-its-functions#:~:text=Supply%20chain%20management%20has%20five,needs%20of%20final%20consumers%20efficiently. Spend 5 minutes to wrap up and consolidate the learnings.
Evaluation	Reflective Questions (What, why, Who?). Allow students to answer and discuss. Spend 5 minutes to evaluate student assimilation of the lesson contents



Lesson Plan No. 2.3	Course Name: Logistics & Supply Chain Management Topic Framework of Supply Chain Solutions	Course No.: BBAMJ - 404
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Objectives	At the end of the lesson the student shall be able to: <ul style="list-style-type: none"> a. Identify and explain the key components of the supply chain solutions framework, including government regulations and compliance, third-party logistics services, industry collaboration, and vendor management. b. Gain an understanding of the importance of government regulations and compliance in supply chain management and recognize the impact of regulatory changes on supply chain operations.
Teaching Aids (if any)	<ul style="list-style-type: none"> a. Power Point Presentation b. White Board
Teaching Development	<ol style="list-style-type: none"> 1. Introduction (5 minutes) <ul style="list-style-type: none"> - Define supply chain solutions as the strategic approaches, methodologies, and technologies used to optimize and streamline supply chain processes to achieve business objectives. - Explain that the lesson will focus on exploring the framework of supply chain solutions, including key methodologies and technologies. 2. Development (30 minutes) <ul style="list-style-type: none"> a) Discuss the key components of the framework for supply chain solutions: <ul style="list-style-type: none"> - Government Regulations and Compliance - Third-Party Logistics (3PL) Providers - Vendor Management - Industry Collaboration and Networks b) Explain how each component contributes to the overall effectiveness of supply chain solutions and supports the achievement of business objectives. c) Provide examples illustrating how companies apply these methodologies to enhance supply chain performance and achieve business objectives. 3. Exercise (5 minutes) – Summarising
Closure	<ol style="list-style-type: none"> 1. Summarize the Lesson Learning Outcomes and get affirmation from students on these. 2. Suggested Reading: https://scmedu.org/supply-chain-management-frameworks/ <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
Evaluation	Reflective Questions (What, why, Who?). Allow students to answer and discuss.



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	Spend 5 minutes to evaluate student assimilation of the lesson contents
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Lesson Plan No. 2.4	Course Name: Logistics & Supply Chain Management Topic Michael E. Porter's Value Chain Model, Value chain of SCM	Course No.: BBAMJ - 404
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Objectives	At the end of the lesson the student shall be able to: <ul style="list-style-type: none"> a. Identify and explain the key components of the supply chain solutions framework, including government regulations and compliance, third-party logistics services, industry collaboration, and vendor management. b. Gain an understanding of the importance of government regulations and compliance in supply chain management and recognize the impact of regulatory changes on supply chain operations.
Teaching Aids (if any)	<ul style="list-style-type: none"> a. Power Point Presentation b. White Board
Teaching Development	<ol style="list-style-type: none"> 1. Introduction (5 minutes) <ul style="list-style-type: none"> - Briefly explain Michael Porter's concept of the value chain as a framework for analyzing the activities within an organization that adds value to its products or services. - Explain that the lesson will explore Michael Porter's Value Chain Model and its application in analyzing the value chain of supply chain management. 2. Development (30 minutes) <ul style="list-style-type: none"> a) Discuss the primary components of the value chain model: <ul style="list-style-type: none"> - Primary Activities - Support Activities b) Explain how each activity contributes to creating value for the customer and achieving competitive advantage. c) Explain how value chain analysis in SCM helps organizations identify areas for improvement, optimize processes, and enhance overall supply chain performance. d) Discuss how each component of the value chain applies to SCM. 3. Exercise (5 minutes) – Summarising
Closure	<ol style="list-style-type: none"> 1. Summarize the Lesson Learning Outcomes and get affirmation from students on these. 2. Suggested Reading: https://www.investopedia.com/terms/v/valuechain.asp <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>

Evaluation	Reflective Questions (What, why, Who?). Allow students to answer and discuss.
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	Spend 5 minutes to evaluate student assimilation of the lesson contents
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Lesson Plan No. 2.5	Course Name: Logistics & Supply Chain Management Topic Outsourcing; Third-party logistics(3PL)	Course No.: BBAMJ - 404
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Objectives	At the end of the lesson the student shall be able to: Grasp the concept of third-party logistics, including the roles and responsibilities of 3PL providers in supply chain management. This includes services such as transportation, warehousing, distribution, and inventory management.
Teaching Aids (if any)	a. Power Point Presentation b. White Board
Teaching Development	<p>1. Introduction (5 minutes)</p> <ul style="list-style-type: none"> - Define outsourcing as the practice of contracting out business functions or processes to external service providers. - Define third-party logistics (3PL) as the outsourcing of logistics and supply chain management functions to specialized third-party providers. - Highlight the significance of outsourcing and 3PL in modern business operations, enabling companies to focus on their core competencies while leveraging external expertise and resources. - Share a relevant example or anecdote to illustrate the importance of outsourcing and 3PL in improving efficiency and reducing costs, such as a company partnering with a 3PL provider to streamline its distribution network. - Explain that the lesson will explore the concepts, benefits, challenges, and best practices associated with outsourcing and 3PL. <p>2. Development (30 minutes)</p> <p>a) Understanding Outsourcing:</p> <ul style="list-style-type: none"> - Discuss the concept of outsourcing and its various forms, including business process outsourcing (BPO) and knowledge process outsourcing (KPO). - Explain the reasons why companies choose to outsource, such as cost savings, access to specialized expertise, scalability, and flexibility. - Discuss the types of functions commonly outsourced, including IT services, customer support, manufacturing, and logistics. <p>b) Introduction to Third-Party Logistics (3PL):</p> <ul style="list-style-type: none"> - Define third-party logistics (3PL) and explain its role in supply chain management. - Discuss the services offered by 3PL providers, including transportation, warehousing, distribution, inventory management, freight forwarding, and customs brokerage.



	<ul style="list-style-type: none">- Explain the benefits of partnering with 3PL providers, such as cost savings, access to specialized expertise and technology, improved service levels, and scalability.- Provide examples of well-known 3PL providers and the range of services they offer to their clients. <p>3. Exercise (5 minutes) – Summarising</p>
Closure	<p>1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.</p> <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
Evaluation	<p>Reflective Questions (What, why, Who?). Allow students to answer and discuss.</p> <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 2.6	Course Name: Logistics & Supply Chain Management Topic Fourth Party Logistics, Stages of Fourth-party logistics (4PL), Advantages & Disadvantages of 4PL	Course No.: BBAMJ - 404
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Objectives	At the end of the lesson the student shall be able to: a) Describe 4PL characteristics, advantages, and applications in different contexts. This includes understanding the strategic role of a 4PL provider in managing and optimizing supply chains.
Teaching Aids (if any)	a. Power Point Presentation b. White Board
Teaching Development	<p>1. Introduction (5 minutes)</p> <ul style="list-style-type: none"> - Define Fourth Party Logistics as a strategic partnership where a company outsources its entire supply chain management to a specialized logistics provider, known as the 4PL, which takes responsibility for managing and optimizing the entire supply chain network. - Highlight the significance of 4PL in streamlining operations, enhancing visibility, and achieving supply chain efficiency. - Explain that the lesson will explore the concepts, stages, advantages, and disadvantages associated with Fourth Party Logistics. <p>2. Development (30 minutes)</p> <p>a) <u>Understanding Fourth Party Logistics:</u></p> <ul style="list-style-type: none"> - Discuss the concept of Fourth Party Logistics (4PL) and its role in supply chain management. - Explain that a 4PL provider acts as an independent entity that integrates and manages the resources, capabilities, and technologies of multiple logistics service providers (3PLs, carriers, warehouses, etc.) to deliver comprehensive supply chain solutions. - Highlight the primary functions of a 4PL provider, including strategic planning, network design, process optimization, performance management, and technology integration. - Provide examples or case studies illustrating successful 4PL arrangements and their impact on supply chain performance. <p>b) <u>Stages of Fourth Party Logistics (4PL):</u></p> <ul style="list-style-type: none"> - Discuss the stages involved in the development and implementation of Fourth Party Logistics solutions. - Explain how each stage contributes to the successful implementation and operation of Fourth Party Logistics solutions. <p>c) <u>Discuss the advantages and Disadvantages of Fourth Party Logistics (4PL).</u></p> <p>3. Exercise (5 minutes) – Summarising</p>



Closure	<p>1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.</p> <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
Evaluation	<p>Reflective Questions (What, why, Who?). Allow students to answer and discuss.</p> <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 2.7	Course Name: Logistics & Supply Chain Management Topic Bullwhip effect and supply chain	Course No.: BBAMJ - 404
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Objectives	At the end of the lesson the student shall be able to: a) Grasp the root causes of the Bullwhip Effect, including demand forecasting errors, order batching, price fluctuations, and lead time variability.
Teaching Aids (if any)	a. Power Point Presentation b. White Board
Teaching Development	<p>1. Introduction (5 minutes)</p> <ul style="list-style-type: none"> - Define the Bullwhip Effect as a phenomenon where small fluctuations in demand at the consumer level can result in amplified fluctuations in orders placed by upstream supply chain partners, leading to inefficiencies and increased costs. - Explain the significance of understanding the Bullwhip Effect in supply chain management, as it can have detrimental effects on inventory management, production planning, and overall supply chain performance. - Explain that the lesson will explore the causes, consequences, and strategies to mitigate the Bullwhip Effect in supply chains. <p>2. Development (30 minutes)</p> <p>a) Discuss the primary factors that contribute to the Bullwhip Effect:</p> <p>b) Discuss the negative consequences of the Bullwhip Effect on supply chain performance:</p> <ul style="list-style-type: none"> - Excess Inventory: Overstocking and understocking of inventory at various points along the supply chain, resulting in higher carrying costs, obsolescence, and markdowns. - Poor Customer Service: Inability to meet customer demand due to stockouts, longer lead times, or delayed order fulfillment, leading to customer dissatisfaction and loss of business. - Increased Costs: Higher inventory holding costs, expedited shipping expenses, and production inefficiencies resulting from demand volatility and supply chain disruptions. - Decreased Profitability: Erosion of profit margins due to increased costs, lost sales opportunities, and reduced customer loyalty. <p>c) Discuss how these consequences can impact the overall competitiveness and sustainability of supply chain operations.</p> <p>3. Exercise (5 minutes) – Summarising</p>



Closure	<ol style="list-style-type: none">1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.2. Suggested Reading: https://www.truecommerce.com/blog/bullwhip-effect-supply-chain/#:~:text=The%20bullwhip%20effect%20is%20the,to%20act%20as%20a%20buffer <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
Evaluation	<p>Reflective Questions (What, why, Who?). Allow students to answer and discuss.</p> <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 2.8	Course Name: Logistics & Supply Chain Management Topic Supply chain relationships & Conflict Resolution Strategies	Course No.: BBAMJ - 404
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Objectives	At the end of the lesson the student shall be able to: <ul style="list-style-type: none"> a. Grasp the interconnected nature of supply chains and recognize how the actions and decisions of one entity can impact others throughout the chain. They will understand the flow of materials, information, and finances among suppliers, manufacturers, distributors, retailers, and customers. b. Gain a deep understanding of the nature and dynamics of conflict, including its causes, manifestations, and consequences.
Teaching Aids (if any)	<ul style="list-style-type: none"> a. Power Point Presentation b. White Board
Teaching Development	<ol style="list-style-type: none"> 1. Introduction (5 minutes) <ul style="list-style-type: none"> - Define supply chain relationships as the interactions and collaborations among supply chain partners, including suppliers, manufacturers, distributors, and customers, to achieve common goals and objectives. - Emphasize the importance of building and maintaining positive relationships within the supply chain to enhance efficiency, effectiveness, and overall performance. - Introduce conflict resolution strategies as methods for addressing and resolving disputes, disagreements, or conflicts that may arise between supply chain partners. - Explain that the lesson will explore the nature of supply chain relationships, common sources of conflict, and strategies for resolving conflicts within the supply chain. 2. Development (30 minutes) <ol style="list-style-type: none"> a) Discuss the nature and characteristics of supply chain relationships. b) Discuss the common sources of conflict that may arise within supply chain relationships: <ul style="list-style-type: none"> - Differences in Goals and Objectives: Misalignment of priorities, incentives, or performance metrics among supply chain partners. - Communication Breakdowns: Poor communication, misunderstandings, or lack of information sharing leading to mistrust and conflict. - Power Imbalance: Power struggles or unequal bargaining power between supply chain partners, leading to disputes over terms, pricing, or decisions. - Performance Issues: Delays, quality problems, or service failures that impact the performance of the entire supply chain network. c) Discuss various strategies for resolving conflicts within the supply chain:



	<ul style="list-style-type: none">- Open Communication: Encouraging transparent and constructive communication among supply chain partners to address issues and find mutually beneficial solutions.- Collaboration and Compromise: Seeking win-win solutions through collaboration, negotiation, and compromise to address conflicting interests and reach agreements.- Mediation and Arbitration: Involving neutral third parties, such as mediators or arbitrators, to facilitate dialogue, resolve disputes, and maintain relationships.- Contractual Agreements: Establishing clear and enforceable contracts or service level agreements (SLAs) to define rights, responsibilities, and dispute resolution mechanisms. <p>3. Exercise (5 minutes) – Summarising</p>
Closure	<ol style="list-style-type: none">1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.2. Suggested Reading: https://www.uagc.edu/blog/what-are-5-conflict-resolution-strategies <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
Evaluation	<p>Reflective Questions (What, why, Who?). Allow students to answer and discuss.</p> <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 3.1	Course Name: Logistics & Supply Chain Management Topic Transportation: Concept & importance and Containerization	Course No.: BBAMJ - 404
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Objectives	At the end of the lesson the student shall be able to: a) Grasp the various modes of transportation such as road, rail, air, and waterways. They'll understand how these systems function individually and collectively to facilitate the movement of goods, people, and services. b) Gain a comprehensive understanding of containerization as a logistics strategy for packaging, transporting, and handling goods in standardized containers.
Teaching Aids (if any)	a. Power Point Presentation b. White Board
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Define transportation as the movement of goods, people, or information from one location to another, crucial for connecting various nodes in the supply chain.- Introduce the concept of containerization as a transportation method involving the use of standardized containers for the carriage of goods, offering efficiency, security, and scalability.- Explain that the lesson will delve into the concept, importance, and benefits of transportation, with a focus on containerization as a key innovation in logistics.2. Development (30 minutes)<ol style="list-style-type: none">a) Discuss the concept of transportation and its role in supply chain management.b) Illustrate the importance of transportation through examples of industries heavily reliant on efficient transportation systems, such as retail, manufacturing, and e-commerce.c) Discuss the impact of transportation disruptions, such as natural disasters, strikes, or infrastructure failures, on supply chain performance and business continuity.d) Define containerization as the process of packing goods into standardized containers for transportation by various modes such as ships, trains, and trucks.e) Discuss the key benefits of containerization in transportation:<ul style="list-style-type: none">- Standardization: Using uniform containers enables seamless interchangeability between different modes of transport and reduces handling and transfer times.- Efficiency: Streamlining loading, unloading, and storage processes, reducing transit times, and minimizing damage and loss during transit.- Security: Enhancing cargo security through sealed containers, reducing the risk of theft, tampering, and damage.



	<p>- Scalability: Allowing for the efficient handling of large volumes of cargo, supporting economies of scale and global trade.</p> <p>3. Exercise (5 minutes) – Summarising</p>
Closure	<p>1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.</p> <p>2. Suggested Reading: https://www.slideshare.net/0907688150/transportation-59973396</p> <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
Evaluation	<p>Reflective Questions (What, why, Who?). Allow students to answer and discuss.</p> <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 3.2	Course Name: Logistics & Supply Chain Management Topic Selection of transportation mode	Course No.: BBAMJ - 404
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Objectives	At the end of the lesson the student shall be able to: a) Gain a comprehensive understanding of the various transportation modes available in supply chain management, including road, rail, air, ocean, and multimodal options.
Teaching Aids (if any)	a. Power Point Presentation b. White Board
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes) <ul style="list-style-type: none">- Explain that transportation mode selection involves choosing the most appropriate method of transporting goods based on various factors such as distance, speed, cost, reliability, and nature of the cargo.- Explain that the lesson will explore the factors influencing transportation mode selection and the different modes of transportation available in supply chain management.2. Development (30 minutes) <ol style="list-style-type: none">a) Discuss the key factors that influence the selection of transportation mode:b) Explain how these factors interact and influence transportation mode selection decisions in supply chain management.c) Introduce the main modes of transportation available in supply chain management:<ul style="list-style-type: none">- Road Transportation: Utilization of trucks and other motor vehicles for transporting goods over land, offering flexibility, accessibility, and door-to-door delivery options.- Rail Transportation: Movement of freight by railroads, providing cost-effective, fuel-efficient, and environmentally friendly transportation for long-distance shipments.- Air Transportation: Rapid movement of goods by air cargo carriers, offering high-speed delivery, global reach, and time-sensitive transportation options.- Ocean Transportation: Shipping of goods via ocean vessels, suitable for large volumes of cargo, long-distance transportation, and international trade.- Intermodal Transportation: Combination of multiple transportation modes (e.g., rail, truck, and ocean) to optimize transit times, costs, and service levels.d) Discuss the advantages, disadvantages, and typical use cases for each transportation mode.3. Exercise (5 minutes) – Summarising



Closure	<ol style="list-style-type: none">1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.2. Suggested Reading: https://www.inboundlogistics.com/articles/containerized-cargo/ <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
Evaluation	<p>Reflective Questions (What, why, Who?). Allow students to answer and discuss.</p> <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 3.3	Course Name: Logistics & Supply Chain Management Topic Warehousing: Concept	Course No.: BBAMJ - 404
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Objectives	At the end of the lesson the student shall be able to: <ul style="list-style-type: none"> a. Define warehousing and explain its significance in logistics and supply chain management. b. Understand the key components and functions of a warehouse, including storage, inventory management, and distribution.
Teaching Aids (if any)	<ul style="list-style-type: none"> a. Power Point Presentation b. White Board
Teaching Development	<ol style="list-style-type: none"> 1. Introduction (5 minutes) <ul style="list-style-type: none"> - Define warehousing as the storage and management of goods and materials within a facility, known as a warehouse, to support production, distribution, and customer service activities. - Explain that the lesson will explore the concept of warehousing, its role in supply chain management, and the key functions performed within warehouses. - 2. Development (30 minutes) <ul style="list-style-type: none"> a) Discuss the concept of warehousing and its role in supply chain management. b) Explain how warehousing contributes to supply chain efficiency, flexibility, and customer satisfaction. c) Key aspects of the warehousing concept include: <ul style="list-style-type: none"> - Storage - Inventory Management - Order Fulfillment - Transportation Interface - Risk Mitigation d) Provide examples illustrating the role of different types of warehouses in supporting supply chain operations. 3. Exercise (5 minutes) – Summarising
Closure	<ol style="list-style-type: none"> 1. Summarize the Lesson Learning Outcomes and get affirmation from students on these. 2. Suggested Reading: <p>https://business.adobe.com/blog/basics/what-warehousing-guide-logistics#:~:text=Warehousing%20is%20the%20process%20of,or%20individually%20to%20end%20consumers.</p>



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	Spend 5 minutes to wrap up and consolidate the learnings.
Evaluation	Reflective Questions (What, why, Who?). Allow students to answer and discuss. Spend 5 minutes to evaluate student assimilation of the lesson contents





Lesson Plan No. 3.4	Course Name: Logistics & Supply Chain Management Topic Warehousing: types & functions	Course No.: BBAMJ - 404
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Objectives	At the end of the lesson the student shall be able to: <ul style="list-style-type: none"> a. Define warehousing and explain its significance in logistics and supply chain management. b. Understand the key components and functions of a warehouse, including storage, inventory management, and distribution.
Teaching Aids (if any)	<ul style="list-style-type: none"> a. Power Point Presentation b. White Board
Teaching Development	<ol style="list-style-type: none"> 1. Introduction (5 minutes) <ul style="list-style-type: none"> - Define warehousing as the storage and management of goods and materials within a facility to support production, distribution, and logistics operations. - Explain that the lesson will explore the different types of warehouses and their functions within the supply chain. 2. Development (30 minutes) <ol style="list-style-type: none"> a) Discuss the various types of warehouses commonly used in supply chain management: <ul style="list-style-type: none"> - Private Warehouse - Public Warehouse: - Bonded Warehouse - Field Warehouse - Cold Storage Warehouse - Distribution Warehouse - Buffer Storage Warehouse - Export & Import Warehouse b) Explain the characteristics, purposes, and typical use cases for each type of warehouse. c) Discuss the primary functions performed by warehouses in the supply chain. d) Explain how these functions contribute to the overall efficiency, effectiveness, and responsiveness of supply chain operations. 3. Exercise (5 minutes) – Summarising
Closure	<ol style="list-style-type: none"> 1. Summarize the Lesson Learning Outcomes and get affirmation from students on these. 2. Suggested Reading: https://www.conger.com/warehouse-types/



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	Spend 5 minutes to wrap up and consolidate the learnings.
Evaluation	Reflective Questions (What, why, Who?). Allow students to answer and discuss. Spend 5 minutes to evaluate student assimilation of the lesson contents





Lesson Plan No. 3.5	Course Name: Logistics & Supply Chain Management Topic Warehousing strategy	Course No.: BBAMJ - 404
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Objectives	At the end of the lesson the student shall be able to: a) Understand how efficient warehousing strategies lead to better inventory control, ensuring the right stock levels are maintained to meet demand while minimizing excess inventory and associated costs.
Teaching Aids (if any)	a. Power Point Presentation b. White Board
Teaching Development	<p>1. Introduction (5 minutes)</p> <ul style="list-style-type: none"> - Explain that warehousing strategy involves the planning and management of warehouse operations to efficiently store, handle, and distribute goods within the supply chain. - Explain that the lesson will explore the key components and considerations of warehousing strategy. <p>2. Development (30 minutes)</p> <ul style="list-style-type: none"> a) Discuss <ul style="list-style-type: none"> - Overall corporate objectives & logistical objectives with regard to growth of the company. - Environmental Scenario - Firm's resources b) A comprehensive study of: <ul style="list-style-type: none"> - Centralized or decentralized warehouses - Locations of the warehouses - The cost of the warehousing c) Discuss Strengths & Weaknesses of Centralized Warehouses & Decentralized Warehouses. d) Discuss the Factors for The Selection of Number And Location Of Warehouse. <p>3. Exercise (5 minutes) – Summarising</p>
Closure	<p>1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.</p> <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
Evaluation	<p>Reflective Questions (What, why, Who?). Allow students to answer and discuss.</p> <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



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Lesson Plan No. 3.6	Course Name: Logistics & Supply Chain Management Topic Warehouse Design & Operation Mechanism of Warehouse	Course No.: BBAMJ - 404
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Objectives	At the end of the lesson the student shall be able to: a. Gain a comprehensive understanding of the various processes involved in warehouse operations, including receiving, storage, picking, packing, and shipping.
Teaching Aids (if any)	a. Power Point Presentation b. White Board
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Explain that warehouse design encompasses the layout, structure, and configuration of warehouse facilities to optimize storage space, material flow, and operational efficiency.- Introduce the concept of warehouse operation mechanisms as the processes, systems, and technologies used to manage warehouse activities and facilitate the movement and storage of goods.- Explain that the lesson will explore the principles, strategies, and best practices related to warehouse design and operation mechanisms.2. Development (30 minutes)<ol style="list-style-type: none">a) Discuss the key elements of warehouse design:<ul style="list-style-type: none">- Purpose of the facility- Layout of the facility- Warehouse Space Requirement and Aisle Layoutb) Discuss various elements of total warehouse operation system are:<ul style="list-style-type: none">- Receiving And Stocking System- Hiring And Training Personnel- Developing A Working Procedure System- Developing Security System- Billing And Inventory Management System- Local Delivery System- Safety And Maintenance Systemc) Emphasize the importance of warehouse design and operation mechanism in supply chain management, as they directly impact inventory management, order fulfilment, productivity, and customer service.3. Exercise (5 minutes) – Summarising



Closure	<p>1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.</p> <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
Evaluation	<p>Reflective Questions (What, why, Who?). Allow students to answer and discuss.</p> <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 4.1	Course Name: Logistics & Supply Chain Management Topic: Meaning & Dimension of performance measurement	Course No.: BBAMJ - 404
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Objectives	At the end of the lesson the student shall be able to: Understand the purpose of performance measurement, including improving decision- making, identifying areas for improvement, and evaluating the success of strategies.
Teaching Aids (if any)	a. Power Point Presentation b. White Board
Teaching Development	<ol style="list-style-type: none"> 1. Introduction (5 minutes) <ul style="list-style-type: none"> - Introduce the topic of performance measurement. - Discuss the importance of performance measurement in various contexts such as business, education, healthcare, etc. - Provide an overview of what will be covered during the lesson. 2. Development (30 minutes) <ol style="list-style-type: none"> a. Define performance measurement as the process of quantifying the efficiency and effectiveness of an action or process. b. Discuss the purpose of performance measurement, which includes improving decision-making, identifying areas for improvement, and evaluating the success of strategies. c. Explain that performance measurement involves setting benchmarks or standards and then comparing actual performance against these benchmarks. d. Discuss 3 dimensions of performance measurement, namely: <ul style="list-style-type: none"> - Internal performance measurement: Cost, Customer Service, Asset Management, Quality, Productivity - External performance measurement: Customer performance measurement, Competitive performance measurement - Comprehensive supply chain performance measurement 3. Exercise (5 minutes) – Summarising
Closure	<ol style="list-style-type: none"> 1. Summarize the Lesson Learning Outcomes and get affirmation from students on these. 2. Suggested Reading: https://theintactone.com/2019/08/05/sclm-u3-topic-2-performance-measurement-dimension-tools-of-performance-measurement/ <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
Evaluation	Reflective Questions (What, why, Who?). Allow students to answer and discuss.





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	Spend 5 minutes to evaluate student assimilation of the lesson contents
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Lesson Plan No. 4.2	Course Name: Logistics & Supply Chain Management Topic: Tools of performance measurement	Course No.: BBAMJ - 404
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Objectives	At the end of the lesson the student shall be able to: Gain knowledge of various tools used for performance measurement, such as balanced scorecards, dashboards, benchmarking, and financial metrics. They will understand the strengths and weaknesses of each tool and know how to choose the most suitable ones for specific scenarios
Teaching Aids (if any)	a. Power Point Presentation b. White Board
Teaching Development	<ol style="list-style-type: none"> 1. Introduction (5 minutes) <ul style="list-style-type: none"> - Explain that in this lesson, the focus will be on exploring various tools and techniques used for performance measurement. - Emphasize the importance of selecting appropriate tools to effectively measure and evaluate performance in different contexts. - Provide an overview of what will be covered during the development section of the lesson. 2. Development (30 minutes) <ol style="list-style-type: none"> a. Discuss Activity-Based Costing (ABC) and how Activity-Based Costing (ABC) Works. b. Discuss benefits of Activity-based Costing. c. How Activity Based Costing is different from Traditional Costing Method? d. Define Key Performance Indicators (KPIs) as specific metrics used to evaluate the performance of an organization, department, process, or individual. e. Discuss the characteristics of effective KPIs, such as being relevant, measurable, achievable, and aligned with organizational goals. f. Provide examples of common KPIs across various industries, such as sales revenue, customer satisfaction score, employee turnover rate, and production efficiency. 3. Exercise (5 minutes) – Summarising
Closure	<ol style="list-style-type: none"> 1. Summarize the Lesson Learning Outcomes and get affirmation from students on these. 2. Suggested Reading: https://www.sagesoftware.co.in/blogs/abc-analysis-in-inventory-management/ <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
Evaluation	<p>Reflective Questions (What, why, Who?). Allow students to answer and discuss.</p> <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



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Lesson Plan No. 4.3	Course Name: Logistics & Supply Chain Management Topic: Tools of performance measurement	Course No.: BBAMJ - 404
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Objectives	At the end of the lesson the student shall be able to: Gain knowledge of various tools used for performance measurement, such as balanced scorecards, dashboards, benchmarking, and financial metrics. They will understand the strengths and weaknesses of each tool and know how to choose the most suitable ones for specific scenarios.
Teaching Aids (if any)	a. Power Point Presentation b. White Board
Teaching Development	<ol style="list-style-type: none"> Introduction (5 minutes) Ask questions: <ul style="list-style-type: none"> - What do you understand by Performance Measurement? - What are the various benefits of Activity Based Costing? - Provide an overview of what will be covered during the lesson. Development (30 minutes) <ol style="list-style-type: none"> Define benchmarking as the process of comparing organizational performance against industry standards or best practices. Discuss 5 essential phases, namely; planning, analysis, integration, action and maturity. Discuss the benefits of benchmarking, including identifying areas for improvement, setting realistic performance targets, and gaining insights from competitors or peers. Explain different types of benchmarking, such as internal benchmarking (comparing performance within the same organization) and external benchmarking (comparing performance with external organizations) Exercise (5 minutes) – Summarising
Closure	<ol style="list-style-type: none"> Summarize the Lesson Learning Outcomes and get affirmation from students on these. Suggested Reading: https://egyankosh.ac.in/bitstream/123456789/11530/1/Unit-12.pdf <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
Evaluation	<p>Reflective Questions (What, why, Who?). Allow students to answer and discuss.</p> <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 4.4	Course Name: Logistics & Supply Chain Management Topic: Recent Developments in Supply Chain Performance Measurement	Course No.: BBAMJ - 404
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Objectives	At the end of the lesson the student shall be able to: Grasp the historical context of supply chain performance measurement and recognize the factors that have driven its evolution over time.
Teaching Aids (if any)	a. Power Point Presentation b. White Board
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Introduce the topic of recent developments in supply chain performance measurement tools.- Emphasize the importance of staying updated with emerging trends and technologies in supply chain management to enhance efficiency, agility, and competitiveness.- Provide an overview of what will be covered during the lesson, focusing on the tools and technologies that are transforming supply chain performance measurement.2. Development (30 minutes)<ol style="list-style-type: none">a. Discuss the evolving landscape of supply chain performance measurement, highlighting the need for advanced tools and technologies to address growing complexities and uncertainties.b. Explain how recent developments are driven by factors such as globalization, digitalization, customer expectations, sustainability, and supply chain disruptions.c. Introduce the key themes and trends shaping supply chain performance measurement, including real-time visibility, predictive analytics, supply chain orchestration, sustainability metrics, and resilience.d. Define IoT and its application in supply chain management for capturing real-time data from interconnected devices, sensors, and assets.e. Discuss how IoT enables enhanced visibility, tracking, monitoring, and optimization of supply chain processes, leading to improved performance metrics such as on-time delivery, inventory accuracy, and asset utilization.f. Explain blockchain technology and its potential to revolutionize supply chain transparency, traceability, and trust among stakeholders.g. Introduce AI and ML techniques for analyzing vast amounts of supply chain data to derive actionable insights and predictive models.3. Exercise (5 minutes) – Summarising



Closure	<ol style="list-style-type: none">1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.2. Suggested Reading: https://www.vlinkinfo.com/blog/top-emerging-trends-in-supply-chain-management/ <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
Evaluation	<p>Reflective Questions (What, why, Who?). Allow students to answer and discuss.</p> <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 4.5	Course Name: Logistics & Supply Chain Management Topic: The Balanced Scorecard Approach	Course No.: BBAMJ - 404
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Objectives	At the end of the lesson the student shall be able to: Grasp the fundamentals of the balanced scorecard approach as a strategic performance management framework that translates an organization's mission and strategy into a comprehensive set of performance measures.
Teaching Aids (if any)	a. Power Point Presentation b. White Board
Teaching Development	<p>1. Introduction (5 minutes)</p> <ul style="list-style-type: none"> - introduce the topic of the balanced scorecard (BSC) approach. - Explain that the balanced scorecard is a strategic performance management framework used by organizations to translate their vision and strategy into tangible objectives and measures. - Highlight the importance of the balanced scorecard in aligning organizational activities with strategic goals and improving overall performance. <p>2. Development (30 minutes)</p> <ul style="list-style-type: none"> a. Define the balanced scorecard as a strategic management tool that provides a comprehensive view of an organization's performance from multiple perspectives. b. Introduce the four key perspectives of the balanced scorecard: financial, customer, internal processes, and learning and growth. c. Explain how each perspective contributes to achieving the organization's strategic objectives and how they are interconnected. d. Discuss components of the <u>Balanced Scorecard</u>: <ul style="list-style-type: none"> - Financial Perspective: Discuss the financial perspective of the balanced scorecard, which focuses on financial performance metrics such as revenue growth, profitability, return on investment (ROI), and cash flow. - Customer Perspective: Explain the customer perspective of the balanced scorecard, which emphasizes metrics related to customer satisfaction, retention, loyalty, and market share. - Internal Processes Perspective: Discuss the internal processes perspective of the balanced scorecard, which focuses on metrics related to operational efficiency, quality, innovation, and supply chain management. - Learning and Growth Perspective:



	<p>Explain the learning and growth perspective of the balanced scorecard, which includes metrics related to employee training, skills development, organizational culture, and innovation.</p> <p>3. Exercise (5 minutes) – Summarising</p>
Closure	<p>1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.</p> <p>2. Suggested Reading: https://www.investopedia.com/terms/b/balancedscorecard.asp</p> <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
Evaluation	<p>Reflective Questions (What, why, Who?). Allow students to answer and discuss.</p> <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 5.1	Course Name: Logistics & Supply Chain Management Topic: The Greening of Supply Chain; concept of Micro fulfillment Centre	Course No.: BBAMJ - 404
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Objectives	At the end of the lesson the student shall be able to: Grasp the fundamentals of sustainable supply chain management and its importance in reducing environmental impact, improving social responsibility, and enhancing economic viability.
Teaching Aids (if any)	a. Power Point Presentation b. White Board
Teaching Development	<ol style="list-style-type: none">Introduction (5 minutes)<ul style="list-style-type: none">- Introduce the topic of sustainable supply chain management and micro fulfillment centers.- Explain the importance of sustainability in supply chain management for reducing environmental impact, improving efficiency, and meeting consumer expectations.Development (30 minutes)<ol style="list-style-type: none">Define sustainable supply chain management as the integration of environmentally friendly practices, social responsibility, and economic viability throughout the supply chain.Discuss the key strategies for greening the supply chain, including:<ul style="list-style-type: none">- Reducing carbon emissions through transportation optimization, route optimization, and use of alternative fuels.- Minimizing waste through recycling, waste reduction, and sustainable packaging.- Promoting ethical sourcing and production practices to ensure fair labor conditions and minimize environmental impact.Exercise (5 minutes) – Summarising
Closure	<ol style="list-style-type: none">Summarize the Lesson Learning Outcomes and get affirmation from students on these.Suggested Reading: https://www.edureka.co/blog/green-supply-chain-management <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
Evaluation	Reflective Questions (What, why, Who?). Allow students to answer and discuss. Spend 5 minutes to evaluate student assimilation of the lesson contents



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Lesson Plan No. 5.2	Course Name: Logistics & Supply Chain Management Topic: The Greening of Supply Chain; concept of Micro fulfillment Centre	Course No.: BBAMJ - 404
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Objectives	At the end of the lesson the student shall be able to: Grasp the fundamentals of sustainable supply chain management and its importance in reducing environmental impact, improving social responsibility, and enhancing economic viability.
Teaching Aids (if any)	a. Power Point Presentation b. White Board
Teaching Development	<ol style="list-style-type: none">Introduction (5 minutes)<ul style="list-style-type: none">Provide an overview of the concept of micro fulfillment centers and their role in optimizing order fulfillment processes in urban areas.Development (30 minutes)Highlight the benefits of sustainable supply chain management, such as cost savings, risk mitigation, brand reputation enhancement, and regulatory compliance.Introduce the concept of micro fulfillment centers (MFCs) as small-scale distribution facilities designed to optimize order fulfillment processes, particularly in densely populated urban areas.Discuss the design and operational aspects of micro fulfillment centers, including:<ol style="list-style-type: none">Compact footprint and modular design to fit within urban environments and existing retail spaces.Automated order picking and packing systems to maximize efficiency and accuracy.Integration of technology such as robotics, AI, and IoT for real-time inventory management and order processing.Explain how micro fulfillment centers enable retailers and e-commerce companies to fulfill orders faster, reduce last-mile delivery costs, and improve customer satisfaction.Exercise (5 minutes) – Summarising
Closure	<ol style="list-style-type: none">Summarize the Lesson Learning Outcomes and get affirmation from students on these.Suggested Reading: https://wareiq.com/resources/blogs/micro-fulfillment-center/ <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>



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Evaluation	Reflective Questions (What, why, Who?). Allow students to answer and discuss. Spend 5 minutes to evaluate student assimilation of the lesson contents
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Lesson Plan No. 5.3	Course Name: Logistics & Supply Chain Management Topic: Innovations & sustainability in Supply Chains	Course No.: BBAMJ - 404
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Objectives	At the end of the lesson the student shall be able to: Grasp the significance of innovation and sustainability in modern supply chain management and recognize how these concepts contribute to economic, social, and environmental objectives.
Teaching Aids (if any)	a. Power Point Presentation b. White Board
Teaching Development	<ol style="list-style-type: none">Introduction (5 minutes)<ul style="list-style-type: none">- Introduce the topic of innovations and sustainability in supply chains, focusing on fulfillment centers.- Emphasize the importance of addressing sustainability challenges in supply chain operations while exploring innovative solutions.- Provide an overview of what will be covered during the lesson, highlighting the significance of sustainability initiatives and technological advancements in fulfillment centers.Development (30 minutes)<ol style="list-style-type: none">a. Discuss recent innovations in supply chain management, including technological advancements, process improvements, and sustainability initiatives.b. Explore the role of emerging technologies such as Internet of Things (IoT), artificial intelligence (AI), blockchain, and robotics in enhancing supply chain visibility, efficiency, and sustainability.c. Highlight examples of innovative supply chain practices, such as predictive analytics for demand forecasting, collaborative platforms for supplier management, and circular economy initiatives for waste reduction and resource optimization.d. Define sustainability in the context of fulfillment centers and discuss its importance in reducing environmental impact, improving social responsibility, and achieving economic efficiency.e. Explore sustainable practices and initiatives implemented in fulfillment centers, such as energy-efficient building design, renewable energy integration, waste reduction, and recycling programs.Exercise (5 minutes) – Summarising
Closure	<ol style="list-style-type: none">1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.2. Suggested Reading:



	<p>https://www.procurious.com/procurement-news/the-sustainable-supply-chain-innovations-shaping-the-future</p> <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
Evaluation	<p>Reflective Questions (What, why, Who?). Allow students to answer and discuss.</p> <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 5.4	Course Name: Logistics & Supply Chain Management Topic: Current and next generation ICT in Supply Chain	Course No.: BBAMJ - 404
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Objectives	At the end of the lesson the student shall be able to: Grasp the significance of ICT in enabling efficient and effective supply chain management. They will recognize how ICT facilitates the flow of information, enhances visibility, and enables collaboration among supply chain partners.
Teaching Aids (if any)	a. Power Point Presentation b. White Board
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Introduce the topic of current and next-generation ICT (Information and Communication Technology) in supply chain fulfillment centers.- Explain the significance of ICT in optimizing supply chain operations, enhancing efficiency, and improving customer satisfaction.- Provide an overview of what will be covered during the lesson, emphasizing the importance of staying updated with the latest ICT advancements in fulfillment centers.2. Development (30 minutes)<ol style="list-style-type: none">a. Discuss the current ICT trends and technologies commonly used in supply chain fulfillment centers.b. Explore the role of technologies such as Warehouse Management Systems (WMS), Enterprise Resource Planning (ERP) systems, barcode and RFID technology, and Transportation Management Systems (TMS) in streamlining warehouse operations, inventory management, and transportation planning.c. Highlight examples of how these ICT tools improve order accuracy, inventory visibility, labor efficiency, and overall supply chain performance in fulfillment centers.d. Introduce next-generation ICT innovations that are shaping the future of supply chain fulfillment centers.e. Discuss emerging technologies such as Internet of Things (IoT) sensors, robotics and automation, artificial intelligence (AI) and machine learning, blockchain, and augmented reality (AR) in the context of fulfillment center operations.f. Highlight the benefits of adopting next-generation ICT innovations, including increased efficiency, reduced costs, enhanced scalability and flexibility, and improved customer experience.3. Exercise (5 minutes) – Summarising



Closure	<ol style="list-style-type: none">1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.2. Suggested Reading: https://www.futurelearn.com/info/courses/supply-chain-innovation/0/steps/19215 <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
Evaluation	<p>Reflective Questions (What, why, Who?). Allow students to answer and discuss.</p> <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 5.5	Course Name: Logistics & Supply Chain Management Topic: Evolution of Robotics in Warehouse Management	Course No.: BBAMJ - 404
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Objectives	At the end of the lesson the student shall be able to: Grasp the evolution of robotics in warehouse management, from early automation technologies to advanced robotics solutions used in modern warehouses.
Teaching Aids (if any)	a. Power Point Presentation b. White Board
Teaching Development	<ol style="list-style-type: none">Introduction (5 minutes)<ul style="list-style-type: none">- Introduce the topic of the evolution of robotics in warehouse management.- Explain the importance of robotics in revolutionizing warehouse operations, improving efficiency, and enhancing productivity in fulfillment centers.- Provide a brief overview of what will be covered during the lesson, emphasizing the historical context and the transformative role of robotics in warehouse management.Development (30 minutes)<ol style="list-style-type: none">a. Discuss the early automation efforts in warehouse management, including the use of conveyor systems and manual mechanical handling equipment.b. Highlight the challenges and limitations of early automation efforts, such as limited flexibility, scalability, and adaptability to changing demands.c. Introduce the emergence of robotics in warehouse management, marking a significant shift towards more advanced and flexible automation solutions.d. Discuss the development of Automated Storage and Retrieval Systems (AS/RS), which use robotic arms to automatically store and retrieve goods from racks or shelves.e. Highlight how robotics technology enables greater flexibility, efficiency, and accuracy in warehouse operations compared to traditional automation solutions.f. Discuss modern robotics applications and innovations in warehouse management, including robotic picking systems, robotic palletizers, and drones for inventory management and surveillance.g. Explore how advancements in robotics technology, such as improved sensors, artificial intelligence (AI), and machine learning, are driving innovation and enabling new capabilities in warehouse operations.h. Highlight the benefits of modern robotics solutions, such as increased throughput, reduced labor costs, improved inventory accuracy, and enhanced safety.Exercise (5 minutes) – Summarising



Closure	<ol style="list-style-type: none">1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.2. Suggested Reading: https://www.greyorange.com/amrs/warehouse-automation-101/ <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
Evaluation	<p>Reflective Questions (What, why, Who?). Allow students to answer and discuss.</p> <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>