### Programme: B.Com. Honours - Logistics (Major)

w.e.f. AY 2023-24

#### COURSE STRUCTURE

<table>
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<tr>
<th>Semester</th>
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Learning Objectives:
The objective of this paper is to help students to acquire conceptual knowledge of the Commerce, Economy and Role of Commerce in Economic Development. To acquire Knowledge on Accounting and Taxation.

Learning Outcomes:
At the end of the course, the student will able to
Identify the role commerce in Economic Development and Societal Development. Equip with the knowledge of imports and exports and Balance of Payments. Develop the skill of accounting and accounting principles. They acquire knowledge on micro and micro economics and factors determine demand and supply. An idea of Indian Tax system and various taxes levied on in India. They will acquire skills on web design and digital marketing.


Unit 3: Accounting Principles: Meaning and Objectives Accounting, Accounting Cycle - Branches of Accounting - Financial Accounting, Cost Accounting, Management Accounting. Concepts and Conventions of Accounting – GAAP.

Unit 4: Taxation: Meaning of Tax, Taxation - Types of Tax- Income Tax, Corporate Taxation, GST, Customs & Exercise. Differences between Direct and Indirect Tax – Objectives of Tax- Concerned authorities – Central Board of Direct Taxes (CBDT) and Central Board of Excise and Customs (CBIC).


Lab Exercise:
- Build a sample website to display product information.
- Provide wide publicity for your product over social media and e-mail
- Estimate the customer behavior and provide necessary suggestions regarding the products of his interest.
Activities:

- Assignment on GAAP.
- Group Activates on Problem solving.
- Collect date and report the role of Commerce in Economic Development.
- Analyze the demand and supply of a product and make a scheduled based on your analysis, problems on elasticity of demand.
- Identify the Tax and distinguish between Direct Tax and Indirect Tax.
- Assignments and students seminars on Demand function and demand curves.
- Quiz Programs
- Assignment on different types of taxes which generate revenue to the Government of India.
- Invited lectures on GST and Taxation system
- Problem Solving Exercises on current economy situation.
- Co-operative learning on Accounting Principles.
- Group Discussions on problems relating to topics covered by syllabus
- Examinations (Scheduled and surprise tests)
- Any similar activities with imaginative thinking beyond the prescribed syllabus

Reference Books:
2. R.L. Gupta & V.K. Gupta, Principles and Practice of Accounting, Sultan Chand
6. Dr. Mehrotra and Dr. Goyal: Direct Taxes – Law and Practice, SahityaBhavan Publications.
SEMESTER-I
COURSE 2: BUSINESS ORGANISATION

Learning Objectives:

The course aims to acquire conceptual knowledge of business, formation various business organizations. To provide the knowledge on deciding plant location, plan layout and business combinations.

Learning outcomes:
After completing this course a student will have:
Ability to understand the concept of Business Organization along with the basic laws and norms of Business Organization. The ability to understand the terminologies associated with the field of Business Organization along with their relevance and to identify the appropriate types and functioning of Business Organization for solving different problems. The application of Business Organization principles to solve business and industry related problems and to understand the concept of Sole Proprietorship, Partnership and Joint Stock Company etc.


Unit 3: Plant Location and Layout: Meaning, Importance, Factors affecting Plant Location. Plant Layout


Unit 5: Computer Essentials: Milestones of Computer Evolution – Computer, Block diagram, generations of computer . Internet Basics - Internet, history, Internet Service Providers, Types of Networks, IP, Domain Name Services, applications. Ethical and Social Implications - Network and security concepts- Information Assurance Fundamentals,
Activities:

- Assignment on business organizations and modern business.
- Group Discussion on factors that influence plan location
- Seminars on different topics related to Business organization
- Case study could be given to present business plan of students choice.
- Identifying the attributes of network (Topology, service provider, IP address and bandwidth of your college network) and prepare a report covering network architecture.
- Identify the types of malwares and required firewalls to provide security.
- Latest Fraud techniques used by hackers.

Reference Books:

5. Prakash, Jagdish, “Business Organisaton and Management”, Kitab Mahal Publishers (Hindi and English)
6. Fundamentals of Computers by V. Raja Raman
7. Cyber Security Essentials by James Graham, Richard Howard, Ryan Olson
UNIT I INTRODUCTION TO TRANSPORT

UNIT II ROAD TRANSPORT
Road Transport –Economies of Road Transport – Importance of Road Transport - Price Fixation in Road Transport – Advantages of Road Transport – Dis-advantages of Road Transport – Insurance of Road Transport-Price fixation in Road Transport

UNIT III RAIL TRANSPORT
Rail Transport –Economies of Rail Transport – Importance of Rail Transport - Price Fixation in Rail Transport – Advantages of Rail Transport – Dis-advantages of Rail Transport – Insurance of Rail Transport

UNIT –IV WATER TRANSPORT

UNIT-V AIR TRANSPORT

REFERENCES
(1) Transportation – A global supply chain perspective By John J. Coyle
(2) Transportation – Alain Gree
(3) The Transportation Experience – William L.Garrison
(4) Transportation – Alfredo Alkins
SEMESTER-II
COURSE 4: BUSINESS MANAGEMENT

Theory Credits: 4 4 hrs/week

Unit - I Introduction of Management
Definition - Management - functions of management - principles of management - levels of management - Trends and Challenges of Management in Global Scenario.

Unit - II Planning
Nature and purpose of planning - Planning process - Types of plans - Objectives - Managing by objective (MBO) Strategies - Types of strategies

Unit - III Organizing
Nature and purpose of organizing - Organization structure - Formal and informal groups organization - Line and Staff authority - Centralization and Decentralization - Delegation of authority

Unit - IV Directing-
Motivation Theories - Leadership Styles - Leadership theories - Communication - Barriers to effective communication.

Unit - V Controlling
Process of controlling - Types of control - Budgetary and non-budgetary, control techniques - Managing Productivity - Cost Control - Purchase Control - Maintenance Control - Quality Control.

REFERENCES:
(1) Gupta, Sharma and Bhalla; Principles of Business Management;
KalyaniPublications.

(2) L. M. Prasad; Principles of Management; Sultan Chand and Sons. 6th edition.

UNIT-I PRODUCTION MANAGEMENT INTRODUCTION
Production system, introduction production and productivity, objectives, functions and scope of production management, relationship of production management with other functional areas.

UNIT-II- PRODUCT DEVELOPMENT & DESIGN
Meaning of product, Product Development Introduction, methods of development, element, advantages, stages of new product development, definition of product design, steps in product design, requirements of good Product Design.

UNIT-III MAINTENANCE
What is maintenance – Objectives, scope & importance of maintenance – areas of maintenance, types of maintenance- Break Down, Preventive, Routine, Planned maintenance.

UNIT-IV RESOURCE REQUIREMENT AND PLANNING
Introduction to Resource Requirement and Planning system, material requirement Planning (MRP or MRP-I) - Objectives of MRP, Advantages and Disadvantages of MRP, material requirement Planning (MRP –II), ERP- Definition, Functioning, Features, Scope, benefits and Application.

UNIT-V FACILITY LOCATION
Plant location, Introduction, need for selecting suitable location, plant location problems, Advantages of urban, semi urban and rural location.

REFERENCES
(1) Production & Operations management By k. AswathappaBhat- HPH
(2) Production & Materials management By P. Saravanavel, S.Sumathi-Margham
(3) Production & Operations management By Prof.L.C.Jhamb –Everest Publications
SEMESTER-III
COURSE 6: BASICS OF LOGISTICS AND SUPPLY CHAIN MANAGEMENT

Theory Credits: 4 4 hrs/week

Unit 1: Logistics management and Supply Chain management:
Definition, Evolution, Importance. The concepts of logistics and Supply Chain Management, Key Drivers of Supply Chain Management and Logistics relationships.

Unit 2: Basics of Transportation:
Transportation Functionality and Principles; Multimodal Transport: Modal Characteristics; Modal Comparisons; International Air Cargo Transport; Coastal and Ocean transportation, Characteristics of shipping transport- Types of Ships.

Unit 3: Containerization:
Genesis, Concept, Classification, Benefits and Constraints; Inland Container Depot (ICD): Roles and Functions, CFS, Export Clearance at ICD; CONCOR; ICDs under CONCOR;

Unit 4: Packing and Packaging:

Unit 5: Special Aspects of Export logistics:
Picking, Packing, Vessel Booking [Less-than Container Load(LCL) / Full Container Load (FCL)], Customs, Documentation, Shipment, Delivery to distribution centers, distributors and lastly the retail outlets- Import Logistics: Documents Collection- Valuing- Bonded Warehousing- Customs Formalities- Clearing, Distribution to Units.

References:
UNIT- I INTRODUCTION TO MATERIAL MANAGEMENT

Introduction- meaning- definitions of material management- functions- phases of materials management- difference between material management and logistics management and supply chain management.

UNIT – II MATERIALS PLANNING AND CONTROL

Meaning and definition of material planning- Selective Control of Inventories (ABC/VED/GOLF/FSN)- importance of material control, material control cycle.

UNIT- III MATERIAL HANDLING

Introduction- planning principles- operating principles- operating principles related with equipment, types of material handling equipment.

UNIT-IV MATERIAL CLASSIFICATION

Material classification- need for classification- types of material classification- identification of material.

UNIT-V MATERIAL CODIFICATION

Nature of material codification- process of codification merits and demerits of codification systems brisch system- kdak system.

REFERENCE BOOKS:

(1) Shiridhra Bhat (Himalaya publishers)
UNIT-I:
Definition, scope, nature, object, significance, role of distribution management and logistics, components of physical distribution

UNIT-II:
Channels of distribution: meaning, evolution of marketing channel, process of designing market channels, types of channel intermediaries at each channel

UNIT-III:
Channel flow- channels cost- effective channel management – process of recruiting channel member – role of channel members – functions of channel members

UNIT-IV:
Channel integration: Importance of channel integration, vertical marketing systems and horizontal marketing systems ,types of designing channel system-managing channel system.

UNIT-V:
Channel conflicts-introduction, source of conflicts, types of conflicts, types of conflict management techniques.

REFERENCE BOOKS:
Aman Deep, Poonam Agarwal- Sales and Distribution of Management
UNIT-I: INTRODUCTION

UNIT-II: DEMAND ANALYSIS
Meaning and Definition of Demand – Determinants to Demand


UNIT – III: PRODUCTION, COST AND REVENUE ANALYSIS
Concept of Production Function – Law of Variable Proportion - Law of Returns to Scale - Classification of Costs - Break Even Analysis - Advantages

UNIT-IV: MARKET STRUCTURE

UNIT-V: NATIONAL INCOME

REFERENCE BOOKS:
- Business Economics - Kalyani Publications.
- Business Economics - H.L Ahuja, Sultan Chand & Sons
- Principles of Economics - Mankiw, Cengage Publications
UNIT – I INTRODUCTION TO WAREHOUSING


UNIT–II INVENTORY MANAGEMENT

Inventory Basics – Role in Supply Chain – Role in Competitive Strategy – Independent Demand Systems – Dependent Demand Systems – Functions – Types of Inventory – Need for Inventory – Just in Time

UNIT–III INVENTORY CONTROL


UNIT–IV MATERIALS HANDLING

Principles and performance (measures Of material Handling Systems – Fundamentals of material Handling – Various Types of Material Handling Equipments – Types of Conveyors – Refrigerated Warehouses - Cold Chain Agri SCM

UNIT–V MODERN WAREHOUSING METHODS

Modern Warehousing – Automated Storage & Retrieval Systems & their Operations – Bar Coding Technology & Applications in logistics Industry – RFID Technology & Applications – Advantages of RFID

REFERENCES:
UNIT: I INTRODUCTION


UNIT-II MARKETING ENVIRONMENT

Marketing Environment –Micro and Macro environment –Consumerism-laws relating to marketing –Rights of consumers, causes/Need for consumer protection in India.

UNIT-III: PRODUCT CONCEPT:


UNIT-IV: PRICE DETERMINATION

Pricing –Price determination –Pricing objectives- Factors influencing pricing policy- Cost based, Demand, Cost –demand, Competition based.

UNIT V MARKET SEGMENTATION

Marketing Segmentation :- Definition, Types – Geographic- Demographic, psychographic, socio, Economic Benefits of segmentation- Define – Target marketing - Define Positing.

REFERENCE BOOKS:

- R.S. Davar: Modern marketing Management (Progressive corporation : (Bombay)
- Amarchand and Vandhrajan : An introduction to Marketing (VIKAS Publishing housePvt ltd: NEW DELHI)
UNIT – I: INTERNATIONAL TRADE: POLICIES & RELATIONS


UNIT – II: INTERNATIONAL PRODUCT & PROMOTION:


UNIT – III: RECENT TRENDS IN INTERNATIONAL TRADE:


UNIT – IV: FOREIGN TRADE POLICY & REGULATION:


UNIT – V: E – BUSINESS VIS –A –VIS INTERNATIONAL BUSINESS:


REFERENCES:

UNIT I: CUSTOMS ACT AND IMPORTANT TERMS AND DEFINITIONS OF CUSTOMS:

UNIT II: DUTIES AND IMPORT PROCEDURES:
Kinds of duties (as per latest finance acts)-prohibition on exportation and importation of goods - provisions regarding notified and specified goods-Import of goods through sea, air, land – clearance of baggage- measuring and kinds of baggage-rules & procedures of import thereof exempted baggage-general free allowances- concession to person transferring his residence – concession to tourists – import through courier post.

UNIT III: GOODS, PROCEDURES AND DUTY DRAWBACK:

UNIT IV: OFFICERS, PENALTIES AND EXEMPTIONS:
Customs administrative & Operational authorities –Powers of Customs Officers – Penalties and offences under Customs Act.-Exemptions of duty- Remissions of duty-Demand of duty-Recovery and refund of duty.

UNIT V: EXPORT POLICY AND EXPORT PROMOTION:
Export policy—Export promotion schemes – Schemes where export production has to be isolated from domestic production unit to get inputs free from taxes – Other schemes of export promotion.
Unit 1: GST Liability and Payment
Output tax liability - Input tax credit utilization-- Schedule for payment of GST- Interest/penalty for late/non-filing of return-Payment of GST- GST Network

Unit-II: GST – Accounting Masters and Inventory Masters in Tally
Company Creation- General Ledgers & GST Ledgers Creation - Stock Groups , Stock Items and
Unit of Measure - GST Rate
Allocation to Stocks

Unit-III: GST Voucher Entry
GST Vouchers - Customizing the Existing Voucher types with applicable GST Rates – Mapping of Input Tax Credit on Purchase Vouchers - Output Tax on Sales Vouchers- Purchase and Sales Voucher Entries with Single Rated GST and Multiple Rated GST Goods.

Unit-IV: GST Returns
Regular Monthly returns and Annual Return- Returns for Composition Scheme-Generation of Returns - GSTR-1, GSTR-2, GSTR-3, GSTR-4, GSTR-9, GSTR-3B

Unit-V: Payment of GST online
Payment of GST- Electronic Filing of GST Returns – Refunds – Penalties- Administrative structure of GST Officers- Powers- Jurisdiction

References:
1. Ahuja, Girish, Gupta Ravi, GST & Customs Law.
UNIT-I: PURCHASING IN SUPPLY CHAIN

Introduction - objectives-purchase decisions-types of purchase decisions-significance of purchasing-factors affecting purchasing-purchasing procedure-Centralized VS Decentralized purchasing

UNIT-II: INVENTORY MANAGEMENT

Introduction – Need for inventory management – Inventory Cost associated with supply chain – Inventory control techniques- ABC classification – Factors affecting Inventory control –Economic Ordering quantity – (EOQ)

UNIT-III: JUST-IN-TIME & BENCHMARKING

Evolution of JIT – Benefits of JIT –Limitation of JIT-Objectives of JIT-application of JIT - Benchmarking-Types of Benchmarking-Steps in Implementing Benchmarking

UNIT-IV- OUTSOURCING

Introduction-Benefits of Outsourcing-Reasons of companies’ outsourcing-types of Outsourcing- Outsourcing procedure – Strategic Outsourcing- Outsourcing opportunities in India

UNIT-V: IT IN SUPPLY CHAIN MANAGEMENT


REFERENCE BOOKS

1. Supply Chain Management - Er.Sachin Srivastava - Kalyani Publications
   Supply Chain Management - K. Sridhar Bhat - Himalaya Publishing House
UNIT -I: TRANSPORTATION MANAGEMENT
Introduction-History of transport-Role of Transport in economic development- Economic Importance of Transportation-Inter model and Multi modal transportation- Challenges in transportation sector in India

UNIT-II: TRANSPORT MANAGEMENT SYSTEM
Introduction- Objectives and significance of Transportation system-elements of transportation cost-transportation and distribution Environmental issues and impact on transportation.

UNIT-III: TRANSPORTATION NET WORK
Introduction- Transportation network in India-transportation strategies of India- Objectives of Transportation policies-Transportation problems – Issues and constraints

UNIT-IV: SHIPMENT

UNIT-V: EXPORT DOCUMENTATION
Export Documentation- Framework- Standardized Pre-shipment. Export Documents – Commercial and Regulatory Documents- Export credit instruments and procedure – Letters of Credit and Types of Documents required for export credit.

REFERENCE BOOKS
Transportation Management with SAP TM 9: By Jayant Daithankar, Tejkumar Pandit
Transportation Management by Subrata Chattopadhyay- Everest Pub
Unit 1: Basics of International Business:
Modes of entry into International Business; Frame work for analyzing international business environment; Institutional support to International Business--UNO, IMF, World Bank; UNCTAD; WTO.

Unit 2: Socio-Cultural environment:

Unit 3: Economic Environment:
International financial system, Foreign Exchange Markets - Determining exchange rates; Fixed and flexible exchange rate system; Participants in the Foreign exchange markets; Cash and Spot exchange market; Exchange rate quotes; LERMS; Factors affecting exchange rates – spot rates, forward exchange rates, forward exchange contracts; Foreign Exchange Risk: Transaction exposure, translation exposure and economic exposure, Management of exposures.

Unit 4: Political and Legal Environment:
Legislature, Executive, Judiciary; Multinational Corporations - Conceptual Frame work of MNCs - MNCs and Host and Home Country relations - Foreign investment flows and barriers. Ecological issues.

Unit 5: Regional Economic Co-operation:
Regional Economic Co-operation and Integration between Countries - Different levels of integration between Countries; European Union, NAFTA, ASEAN, EFTA, SAARC, SAPTA, The ANDEAN community, MERCOSUR.

Reference Books:
1. Bhattacharya, B: Going International Response Strategies for IndianSector, Wheeler
2. Gosh, Biswanath, Economic Environment of Business, South AsiaBook, New Delhi
UNIT 1: Introduction of EXIM policies and procedures

Objectives of EXIM policies- Role of export houses in the development of Economy-State Trading Corporations and SEZs - Flow of Procedure for export and import process.

UNIT 2: Product planning and for import and export

Export Promotion Councils in India and Commodities Board of India - Its functions and their role - Registration cum Membership Certificate (RCMC) and registration of Export Credit and Guarantee Corporation of India (ECGC)

UNIT 3: Documentation at the time of EXIM goods

Commercial documents- Principal and Auxiliary documents - Regulatory documents (relating to Goods, Shipment, Payment, Inspection, Payment, Excisable and FERA)

UNIT 4: Payment Procedures in foreign trade

Factors determines for Payment and methods of Receiving Amount -Payment in advance- Documentary Bills- Documentary credit under Letter of Credit- Different types of Letters of Credit - Open account with periodical settlement.

UNIT 5: Insurance and Shipment of Goods

Cargo Insurance (Marine)- Types of Marine insurance policies- Kinds of losses - Shipment of goods - Clearing and forwarding agents- its role and significance- Classification of services - Essential and Optional services-clearance procedures for export of goods

References

1. Rama Gopal.C; Export and Import Procedure- New Age International Publishers
3. Dr.SwapnaPilai, Export and Import Procedure & documentation- Sahityabhawan Publications
UNIT 1: Introduction, Nature and Scope

UNIT 2:- Environmental and Technical support Aspects
Technical Components- Internet and its component structure-Internet Vs Intranet, Vs Extranet and their differences-Website design- its structure-designing, developing and deploying the system-

UNIT 3. –Security and Legal Aspects

UNIT 4. - Operational Services of e Commerce
E retailing –features- E Services-Banking, Insurance, Travel, Auctions, Learning, Publication and Entertainment-Payment of utilities (Gas, Current Bill, Petrol Products)- On Line Shopping (Amazon, Flip kart, Snap deal etc.)

UNIT 5.- E Payment System
Types of e payment system- its features-Digital payments (Debit Card/Credit Cards, Internet Banking, Mobile wallets- Digital Apps (unified Payment Services-Phone Pay, Google Pay, BHIM Etc.) Unstructured Supplementary Services Data (Bank Prepaid Card, Mobile banking)

References:
Unit 1: Basic concepts of Containerization:

Unit 2: Cargos:

Unit 3: Multi modalism:

Unit 4: Physical multi modal operations:

Unit 5: Conventions relating to multimodal transport:

Reference Books
UNIT I: Introduction

UNIT 2:
Global Logistics

UNIT 3:
Inventory
Need of Inventory-Types of Inventories-Basic EOQ Model-Classification of material - ABC Analysis -VED, HML, - Material Requirement Planning (MRP)-meaning and Advantages Materials handling and storage systems-Principles of Materials Handling.

UNIT 4: Warehousing & Distribution Operations
Need for Warehouse – Importance of warehouse- Stages involved receipt of goods-Advanced shipment notice(ASN)-Warehouse Activities-receiving, sorting, loading, unloading ,Picking, Packing and dispatch - safety rules and Procedures to be observed in a Warehouse

UNIT 5: Retail Logistics and Supply Chain Management
Concepts of Retail Logistics and supply chain- Supply chain efficiency-Fundamentals ofSupply Chain and Importance - SCM concepts and Definitions - Supply chain strategy- Strategic Drivers of Supply Chain Performance – key decision areas – External Drivers of Change.

References