MILWAUKEE AREA *Technical College*
CREDIT for PRIOR LEARNING and EXPERIENCE

Approved by: Lois Socol
Last updated: 5/3/2024

**Logistics
LOGMGT-190
Work/Life Experience Portfolio**

Credit for Prior Learning provides students a range of options to earn college credit for what they already know. Students can demonstrate college-level knowledge and competencies from examination, portfolio, to workforce and military.

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1. **Course title, number & credit value:** Logistics, LOGMGT-190, 3 CR
2. **Course description:**

This course provides an understanding of the key logistics concepts and the issues affecting the movement and storage of goods. Particular emphasis will be placed on providing a board and general exposure to business logistics. This will include the development of a basic understanding of the concepts and techniques important to analyzing business logistics problems. The course will also examine how the various logistics activities are related to each other and other functional areas within an organization. Finally, the course will introduce management and control techniques that are critical in the area of logistics. The course is designed for students who have had little or no previous coursework or professional experience in logistics.

3. **Course Competencies that must be demonstrated:**

1. Examine the role of logistics.

Assessment Strategies
1.1. Learner will demonstrate competency by completing chapter assignment.
1.2. Learner will demonstrate competency by completing chapter case study.
1.3. Learner will demonstrate competency by actively posting and responding to chapter discussion board topic(s).

Criteria

Criteria - Performance will be satisfactory when:

1.1. Learner differentiates between economic, possession, form, place, and time utility. 1.2. Learner explains the flow of inbound and outbound material movement.
1.3. Learner describes the relationships between finance, production, and marketing.
1.4. Learner identifies the four P's (place, price, product, promotion) of marketing.
1.5. Learner compares activities within the logistical channel.
1.6. Learner compares job responsibilities within five industry websites.

Learning Objectives
1.a. Discuss the economic impacts of logistics.
1.b. Analyze the increased importance of logistics.
1.c. Discuss the systems and total cost approaches to logistics.

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    1.d. Expose the logistical relationships within a firm.
    1.e. Identify marketing channels within a firm.
    1.f. Investigate logistics career opportunities.

2. Explain the use of information technology in logistics.

Assessment Strategies

2.1. Learner will demonstrate competency by completing chapter assignment.
2.2. Learner will demonstrate competency by completing chapter case study.
2.3. Learner will demonstrate competency by actively posting and responding to chapter discussion board topic(s).

Criteria

Criteria - Performance will be satisfactory when:

2.1. Learner differentiates between data and information.
2.2. Learner describes six types of information management systems.
2.3. Learner defines data mining.
2.4. Learner explains how data mining can be used in the logistics industry.
2.5. Learner discusses the benefits and drawbacks of electronic data interchange.
2.6. Learner explains the relationship between automatic identification technologies and point-of-sale systems.
2.7. Learner explains the impact of online retailing, cloud computing, and electronic procurement on the logistics industry.
2.8. Learner explains how organizational behavior and security present macro level information technology challenges to firms.

Learning Objectives

2.a. Discuss the importance of effective and efficient utilization of information for logistics management. 2.b. Analyze the general types of information systems and their logistical applications.
2.c. Investigate the internet's influence on logistics.
2.d. Examine challenges facing information technology.

3. Utilitze strategic financial outcomes to logistical activities.

Assessment Strategies

3.1. Learner will demonstrate competency by completing chapter assignment.
3.2. Learner will demonstrate competency by completing chapter case study.
3.3. Learner will demonstrate competency by actively posting and responding to

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chapter discussion board topic(s).

Criteria

Criteria - Performance will be satisfactory when:

3.1. Learner differentiates between a cost leadership strategy, a differentiation strategy, and a focus strategy.
3.2. Learner defines two key components of an income statement.
3.3. Learner identifies three key components of a balance sheet.
3.4. Learner describes how logistics decisions affect net profit margin in an organization. 3.5. Learner explains the major components of a balanced scorecard.
3.6. Learner identifies logistics measures in transportation, warehousing, and inventory management.

Learning Objectives

3.a. Discuss how logistics can influence an organization's strategic financial outcomes.
3.b. Define basic financial terminology.
3.c. Identify how the strategic profit model can demonstrate the financial impact of logistics activities. 3.d. Analyze the value of utilizing the balanced scorecard approach for examining the performance of a logistics system.
3.e. Investigate balanced scorecard performance metrics for logistics activities.

4. Compare the organizational and managerial issues facing the logistics industry.

Linked Career Essentials
Effective Problem Solving

Assessment Strategies
4.1. Learner will demonstrate competency by completing chapter assignment.
4.2. Learner will demonstrate competency by completing chapter case study.
4.3. Learner will demonstrate competency by actively posting and responding to chapter discussion board topic(s).

Criteria

Criteria - Performance will be satisfactory when:

4.1. Learner compares fragmented / unified logistics organizational structures.
4.2. Learner differentiates between a centralized and decentralized logistics department. 4.3. Learner describes the

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hierarchical and matrix organizational design.

4.4. Learner defines productivity.

4.5. Learner describes methods used to improve productivity.

4.6. Learner identifies challenges to improving productivity by getting more output from existing assets. 4.7. Learner differentiates between iso 9000, six sigma, lean six sigma.

4.8. Learner explains why piracy attacks on ships are a potentially serious issue for today's logistics manager.

4.9. Learner identifies how warehouses use design, lighting, and roofing to reduce energy costs. 4.10. Learner explains what questions should be asked after a returned item has been counted and recorded. 4.11. Learner defines the customs trade partnership against terrorism (c-tpat).

4.12. Learner achieves a grade of 80% or more on assessments assigned.

Learning Objectives

4.a. Examine the organizational structure for logistics.

4.b. Discuss traditional and contemporary organizational design for logistics.

4.c. Describe productivity issues in logistics.

4.d. Identify quality issues in logistics.

4.e. Describe ways to manage theft and pilferage.

4.f. Summarize the concept of logistics social responsibility.

4.g. Compare issues associated with reverse logistics.

4.h. Describe programs designed to lessen the impact of

terrorism on logistics systems.

5. Explain the role of logistics in supply chain management.

Assessment Strategies

5.1. Learner will demonstrate competency by completing chapter assignment.

5.2. Learner will demonstrate competency by completing chapter case study.

5.3. Learner will demonstrate competency by actively posting and responding to chapter discussion board topic(s).

Criteria

Criteria - Performance will be satisfactory when:

5.1. Learner explains the difference between a supply chain and supply chain management. 5.2. Learner contrasts the SCOR and GSCF models of supply chain management.

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5.3. Learner identifies four key enablers of supply chain management implementation.
5.4. Learner differentiates between a lean and an agile supply chain.
5.5. Learner explains ways to reduce inventory in the supply chain.
5.6. Learner explains the difference between relational and transactional exchanges.
5.7. Learner identifies how technology affects supply chain management.
5.8. Learner describes how regulatory and political conditions act as barriers to supply chain management. 5.9. Learner explains why top management commitment is critical to successful supply chain management programs.
5.10. Learner defines supply chain analytics.
5.11. Learner identifies three primary methods that organizations can use to integrate their supply chains.

Learning Objectives

5.a. Define supply chain management.
5.b. Explain how the network of interorganizational relationships are managed.
5.c. Differentiate between prevalent supply chain process frameworks.
5.d. Explain potential enablers of supply chain management implementations.
5.e. Explore potential barriers to supply chain management implementation.
5.f. Evaluate optional approaches for supply chain integration.

6. Explore elements of the procurement process as they relate to logistics.

Assessment Strategies

6.1. Learner will demonstrate competency by completing chapter assignment.
6.2. Learner will demonstrate competency by completing chapter case study.
6.3. Learner will demonstrate competency by actively posting and responding to chapter discussion board topic(s).

Criteria

Criteria - Performance will be satisfactory when:

6.1. Learner compares procurement, purchasing, and supply management.
6.2. Learner explains three potential procurement objectives.
6.3. Learner describes the steps in the supplier selection and evaluation process.
6.4. Learner differentiates between a single sourcing approach and a multiple sourcing approach. 6.5. Learner defines Kraljics Portfolio Matrix.
6.6. Learner identifies the components of a global sourcing development model.
6.7. Learner defines total cost of ownership.
6.8. Learner explains the five dimensions of socially responsible purchasing.

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6.9. Learner differentiates between excess, obsolete, scrap, and waste materials.

Learning Objectives
6.a. Examine global procurement.
6.b. Explain social and environmental aspects of sustainable procurement.

7. Integrate the use of demand management, order management, and customer service throughout the logistics process.

Assessment Strategies
7.1. Learner will demonstrate competency by completing chapter assignment.
7.2. Learner will demonstrate competency by completing chapter case study.
7.3. Learner will demonstrate competency by actively posting and responding to chapter discussion board topic(s).

Criteria
Criteria - Performance will be satisfactory when:

7.1. Learner differentiates between demand management, order management, and customer service. 7.2. Learner identifies three basic demand forecasting models.
7.3. Learner defines order cycle.
7.4. Learner explains advantages and disadvantages to checking all orders for completeness and accuracy. 7.5. Learner describes pick-to-light technology.
7.6. Learner explains how macroenvironmental factors are causing organizations to demand higher levels of customer service.
7.7. Learner investigates three elements of the dependability dimension of customer service. 7.8. Learner explains how a profitability analysis might be used in logistics.
7.9. Learner defines service recovery.
7.10. Learner explains how service recovery is relevant to logistics.

Learning Objectives
7.a. Explore the linkages between demand management, order management, and customer service. 7.b. Examine the order cycle and its four components.
7.c. Identify four dimensions of customer service as they pertain to logistics.
7.d. Investigate select managerial issues associated with customer service.

8. Analyze the various types of inventory management techniques used in logistics.

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Assessment Strategies
8.1. Learner will demonstrate competency by completing chapter assignment.
8.2. Learner will demonstrate competency by completing chapter case study.
8.3. Learner will demonstrate competency by actively posting and responding to
        chapter discussion board topic(s).

Criteria

Your performance will be successful when:

8.1. Learner defines inventory.
8.2. Learner differentiates between cycle, safety, pipeline, and speculative stock.
8.3. Learner describes seven components of inventory carrying costs.
8.4. Learner calculates ordering costs.
8.5. Learner identifies the trade-off between inventory carrying
costs and ordering costs. 8.6. Learner explains how stockout
costs can be calculated.
8.7. Learner differentiates between a fixed order quantity and
fixed order interval system. 8.8. Learner defines economic order
quantity.
8.9. Learner explains the eight assumptions behind the
economic order quantity model. 8.10. Learner explains how
inventory flow diagrams can be useful to a logistics manager.
8.11. Learner describes ABC analysis of inventory.
8.12. Learner identifies ways inventory turnover provides important
        insights about an organizations competitiveness and efficiency.
8.13. Learner explains how substitute items might affect safety stock policies.
8.14. Learner explains why organizations should consider trade-offs before
adopting a lean philosophy. 8.15. Learner identifies challenges that service
parts creates for logistics managers.
8.16. Learner differentiates between traditional inventory management and vendor
                                                    inventory management.

Learning Objectives
8.a. Explore ways inventory can be classified.
8.b. Discuss inventory costs and the trade-offs that exist amoung them.
8.c. Identify when to order and and how much to order, with an emphasis on
economic order quantity. 8.d. Explain the various inventory flow patterns.
8.e. Discuss special concerns with inventory management.

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8.f. Explain several contemporary approaches to managing inventory.

9. Investigate the strategic importance of facility location to maximize effective and efficient operations.

Assessment Strategies
9.1. Learner will demonstrate competency by completing chapter assignment.
9.2. Learner will demonstrate competency by completing chapter case study.
9.3. Learner will demonstrate competency by actively posting and responding to chapter discussion board topic(s).

Criteria
9.1. Learner explains how the location decision process involves several layers of screening or focus. 9.2. Learner describes how cost considerations influence facility location decisions.
9.3. Learner identifies ways the location of customer markets is a strategic consideration when considering facility locations.
9.4. Learner explains factors that influence the number of facilities that a firm chooses to operate. 9.5. Learner describes how population can be viewed as both a market for goods and a source of labor. 9.6. Learner explains advantages and disadvantages of locating facilities in countries with low wages. 9.7. Learner defines right-to-work law.
9.8. Learner explains why inventory taxes have become increasingly difficult to collect. 9.9. Learner identifies transportation considerations which influence facility location decisions. 9.10. Learner defines industry clusters.
9.11. Learner describes advantages of industry clusters.
9.12. learner explains how multicountry trade agreements have influenced the location of production or distribution facilities.
9.13. Learner achieves a grade of 80% or more on assessments assigned.

Learning Objectives
9.a. Explore the strategic importance of facility location.
9.b. Explain the general process of determining the optimum number of facilities.
9.c. Describe the major factors that influence facility location.
9.d. Examine a site specialized location characteristic.
9.e. Explain location decisions using simple grid systems.
9.f. Explore facility relocation and facility closing.

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10. Describe how warehouse management can be viewed as a competitive advantage.

Assessment Strategies
10.1. Learner will demonstrate competency by completing chapter assignment.
10.2. Learner will demonstrate competency by completing chapter case study.
10.3. Learner will demonstrate competency by actively posting and responding to chapter discussion board topic(s).

Criteria
10.1. Learner explains why warehousing exists in a supply chain.
10.2. Learner identifies four ways that warehousing can facilitate the regrouping function.
10.3. Learner differentiates between warehouses, distribution centers, and cross-docking facilities.
10.4. Learner explains the disadvantages of public warehousing.
10.5. Learner identifies advantages and disadvantages of private warehousing.
10.6. Learner explains why contract warehousing is a preferred alternative for many firms.
10.7. Learner describes how multiclient warehousing blends attributes of public and contract warehousing.
10.8. Learner explains the tradeoffs between warehouse space, labor, and mechanization.
10.9. Learner differentiates between fixed and variable slot locations.
10.10. Learner describes the trade-offs associated with order-picking verses stock-replenishment functions. 10.11. Learner explains the relevance of aisle width in warehouse design.
10.12. Learner identifies nonstorage space needs that impact warehousing design.
10.13. Learner explains OSHA's role in warehouse safety.
10.14. Learner defines a hazardous material.
10.15. Learner describes needed design elements when storing hazardous material.

Learning Objectives
10.a. Discuss the role of warehousing in a logistics system.
10.b. Explore public, private, contract, and multiclient warehousing.
10.c. Analyze select considerations when designing warehousing facilities.
10.d. Examine some prominent operational issues in warehousing.

11. Explain why packaging and material handling decisions should not be made in isolation.

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Assessment Strategies
11.1. Learner will demonstrate competency by completing chapter assignment.
11.2. Learner will demonstrate competency by completing chapter case study.
11.3. Learner will demonstrate competency by actively posting and responding to chapter discussion board topic(s).

Criteria
11.1. Learner describes how product characteristics influence packaging and material handling.
11.2. Learner identifies three functions of packaging.
11.3. Learner explains what information is needed to design a protective package properly. 11.4. Learner describes some of the devices that are used to monitor conditions during the journey that a shipment makes.
11.5. Learner explains why labeling requirements may differ from country to country.
11.6. Learner identifies labeling requirements for hazardous materials.
11.7. Learner describes environmental disadvantages to plastic packaging.
11.8. Learner explains some of the challenges faced by the United States if the metric system were to be adopted.
11.9. Learner describes how transportation tariffs and classifications influence the type of packaging and packaging methods.
11.10. Learner differentiates between weighing out and cubing out.
11.11. Learner describes ten material handling principles.

Learning Objectives
11.a. Illustrate how product characteristics affect packaging and materials handling.
11.b. Discuss packaging fundamentals such as packaging functions and labeling.
11.c. Identify select issues that affect packaging such as environmental protection and packaging inefficiencies.
11.d. Explore unit loads and the unit load platform.
11.e. Explain materials handling principles and materials handling equipment.

12. Examine all modes of transportation used within the United States.

Assessment Strategies
12.1. Learner will demonstrate competency by completing chapter assignment.
12.2. Learner will demonstrate competency by completing chapter case study.
12.3. Learner will demonstrate competency by actively posting and responding to chapter discussion board topic(s).

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Criteria

12.1. Learner explains why transportation is important to a firm's supply chain operations.
12.2. Learner describes why it is important to know about the characteristics of a country's transportation infrastructure.
12.3. Learner identifies five modes of transportation.
12.4. Learner differentiates between truckload and less-than-truckload operations.
12.5. Learner explains how weather conditions influence the reliability of inland water carriers. 12.6. Learner explains how containers facilitate intermodal transportation.
12.7. Learner defines a freight forwarder.
12.8. Learner names five modes of transportation.
12.9. Learner differentiates between common carrier and contract carrier.
12.10. Learner explains the advantages and disadvantages to private transportation.

Learning Objectives

12.a. Compare transportation infrastructures in several countries.
12.b. Identify the five modes of transportation.
12.c. Discuss intermodal transportation.
12.d. Describe several types of transportation specialists.
12.e. Explain how different types of regulation impact transportation.
12.f. Identify the legal classification of transportation carriers.

13. Differentiate between the buying and selling of transportation services by a shipper or consignee.

Assessment Strategies

13.1. Learner will demonstrate competency by completing chapter assignment.
13.2. Learner will demonstrate competency by completing chapter case study.
13.3. Learner will demonstrate competency by actively posting and responding to chapter discussion board topic(s).

Criteria

13.1. Learner explains how globalization impacted the transportation manager's job.
13.2. Learner describes how advances in technology changed the rate determination process. 13.3. Learner identifies three primary factors that determine transportation rates.
13.4. Learner differentiates between commodity rate and class rate.
13.5. Learner explains the four factors used in determining a product's freight

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classification.
13.6. Learner describes the payment options (terms of sale) that can be utilized for a domestic U.S. shipment.
13.7. Learner defines amodal shipper.
13.8. Learner explains the components of a bill of lading.
13.9. Learner differentiates between a straight bill of lading and order bill of lading.
13.10. Learner defines a freight bill.
13.11. Learner describes the basic issues, conflicts, and problems involved in concealed loss and damage claims.
13.12. Learner explains how a routing guide might be used by a transportation manager.
13.13. Learner differentiates between tracking and expediting.
13.14. Learner explains how a carrier performance scorecard might be used by a transportation manager.

Learning Objectives
13.a. Explain contemporary transportation management.
13.b. Discuss how rates are determined.
13.c. Explore modal and carrier selection.
13.d. Illustrate select activities associated with making and receiving shipments.
13.e. Explore transportation service quality.

14. Explain the required documentation, terms of sale, and methods of payment for international shipments.

Assessment Strategies
14.1. Learner will demonstrate competency by completing chapter assignment.
14.2. Learner will demonstrate competency by completing chapter case study.
14.3. Learner will demonstrate competency by actively posting and responding to chapter discussion board topic(s).

Criteria
14.1. Learner explains some of the key political restrictions on cross-border trade.
14.2. Learner describes how a nation's market size might impact international trade.
14.3. Learner explains how language considerations impact both packaging and labeling of international shipments.
14.4. Learner defines certificate of origin, commercial invoice, and shippers export declaration. 14.5. Learner describes international terms of sale and Incoterms.

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14.6. Learner identifies four methods of payment for international shipments.
14.7. Learner explains the importance of water transportation for international trade.
14.8. Learner describes the load center concept.
14.9. Learner differentiates between open-sky agreement and bilateral agreement.
14.10. Learner defines short-sea shipping.
14.11. Learner explains some challenges associated with inventory management in cross-border trade.

Learning Objectives

14.a. Discuss macroenvironmental influences on international logistics.
14.b. Explain documentation, terms of sale, and methods of payment for international shipments. 14.c. Distinguish among the unique activities of international trade specialists.
14.d. Illustrate transportation and inventory considerations in international distribution.
14.e. Explore the logistics performance index.

4. **Portfolio requirements that demonstrate competencies. *Note for Resumes:*** Lead faculty must verify the student's work history via a letterhead mail or phone interview.
(1) Resume
(2) Employer Verification
(3) Description of career accomplishments as they relate to the Course Outcome Summary.

Interested students shall meet with the lead faculty to discuss the required content and determine their knowledge of the course content.