



Provisionally registered with the Department of Higher Education and Training as a private higher education institution under the Higher Education Act, 1997 – Provisional Registration Certificate No.: 2014/HE07/007).

Optimum is a higher education provider that believes in academic rigour and practical relevance.

## Our philosophy

We specialise in a sector where:

***The supply chain where the manufacture of sensitive consumer goods is central.***

It is in this supply chain that our students are employed and making careers for themselves. It is where managers in procurement, manufacturing and logistics are always, by competitive necessity, implementing tactical initiatives to improve customer service and competitive advantage.

We develop functional competence as well as the confidence to contribute to decisions in a dynamic, sometimes uncertain, sales and operations environment.

We believe that an enquiring mind and competence in systems thinking are necessary to devise strategy and make tactical decisions. We promote this competence in our higher education programmes.

We provide a global perspective and our lecturers have first-hand experience of the African emerging market.



## Overview

The qualification develops decision makers in the Plan, Source, Make, Deliver value chain and equips them to operate in an environment that is reliant on inter-dependency and collaboration.

This is a full-time distance learning qualification with a duration of 12-18 months.

## Target Group

The target group of students for the Advanced Diploma Supply Chain Management is described as people who are:

- Employed at a managerial level, somewhere in the supply chain (Source, Make, Deliver, Plan).
- Lifelong learners seeking to increase their employability and potential to grow their career.

## Admission Requirements

- The entry level qualification is an appropriate NQF 6 Diploma or a Bachelor's Degree to be accepted on the programme.
- Optimum supports candidates that are seeking redress through access to higher education. Optimum may accept candidates via non-traditional routes.

## Certification

Upon successful completion of the qualification, a graduate will receive an NQF 7 Advanced Diploma in Supply Chain Management from Optimum Learning Technologies.

# Outcomes

Upon successful completion of the 120 credits Advanced Diploma in Supply Chain Management, a student will be able to:

- Analyse all the components of the supply chain in terms of integration of the elements and the efficiency of the whole supply chain
- Develop strategies to improve the management of functions within the supply chain, supply chain efficiencies and organisational competitiveness
- Formulate plans to implement these management strategies
- Establish strategic relationships with all stakeholders in the supply chain
- Conduct research planning on a specific function in the supply chain

# Application

Applications for the January 2019 intake close on 10 December 2018.

To support and enhance student development, the number of students, per intake, is limited.

# Contact Details

For further information on this programme and for an application form, please contact our Cape Town Campus:

**Karen Thomas**

079 690 4070 / 021 914 2127

karen@optimumlearn.com

You can also contact the following Business Development Consultants in Johannesburg or Durban:

**Johannesburg**

011 678 6199

**Durban**

031 265 0248

**Cindy de Leeuw**

083 691 5586

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**Gugu Duma**

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**Charlene Moodley**

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charlene@optimumlearn.com

# Module Content

<b>Strategic Management I (20 credits)</b>	
The nature and scope of strategic management	
<ul style="list-style-type: none"> <li>⦿ A holistic perspective to strategy</li> <li>⦿ Why formulate strategy?</li> <li>⦿ Three elements of strategy</li> </ul>	<ul style="list-style-type: none"> <li>⦿ Levels of strategy</li> <li>⦿ Efficiency and effectiveness</li> <li>⦿ Strategic paradoxes</li> <li>⦿ The strategic management process</li> </ul>
Strategic direction	
<ul style="list-style-type: none"> <li>⦿ Strategic leadership and intent</li> </ul>	<ul style="list-style-type: none"> <li>⦿ Vision, mission and values</li> </ul>
Corporate governance and strategy	
<ul style="list-style-type: none"> <li>⦿ Responsible leadership</li> <li>⦿ Corporate governance and strategy</li> <li>⦿ Internal analysis</li> <li>⦿ The external environment</li> </ul>	<ul style="list-style-type: none"> <li>⦿ Strategic analysis and choice</li> <li>⦿ Long term objectives</li> <li>⦿ Generic strategies</li> </ul>
<b>Strategic Management II (20 credits)</b>	
Implementing strategy	
<ul style="list-style-type: none"> <li>⦿ Short term objectives</li> <li>⦿ Functional tactics</li> </ul>	<ul style="list-style-type: none"> <li>⦿ The role of policy in implementation</li> </ul>
Drivers of strategy implementation	
<ul style="list-style-type: none"> <li>⦿ Leadership</li> <li>⦿ Culture</li> </ul>	<ul style="list-style-type: none"> <li>⦿ Reward systems</li> <li>⦿ Organisation structure/design</li> </ul>
Managing strategic change	
<ul style="list-style-type: none"> <li>⦿ Forces for change</li> <li>⦿ The importance of context</li> <li>⦿ Types of strategic change</li> </ul>	<ul style="list-style-type: none"> <li>⦿ Eight-step model for successful large-scale change</li> <li>⦿ Resistance to change</li> <li>⦿ Overcoming resistance to change</li> </ul>
Strategic control and evaluation	
<ul style="list-style-type: none"> <li>⦿ Types of strategic control</li> <li>⦿ The balanced scorecard as a tool to manage performance</li> </ul>	<ul style="list-style-type: none"> <li>⦿ Evaluating strategic success</li> <li>⦿ Sustained competitive advantage</li> </ul>

## Supply Chain Management I (20 credits)

### Supply chain management overview

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| <ul style="list-style-type: none"> <li>Forces driving change</li> <li>The role of logistics in the supply chain</li> <li>Global dimensions of the supply chain</li> </ul> | <ul style="list-style-type: none"> <li>Supply chain relationships</li> <li>Supply chain performance measurement and financial analysis</li> </ul> |
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### Procurement and supply

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| <ul style="list-style-type: none"> <li>Progression from purchasing to strategic procurement</li> <li>Procurement – a logical process</li> <li>Material requirement planning</li> <li>Sourcing</li> </ul> | <ul style="list-style-type: none"> <li>Cost management</li> <li>Managing contracts and relationships</li> <li>Ethics</li> </ul> |
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### Supply chain planning

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| <ul style="list-style-type: none"> <li>Challenges of aligning supply and demand</li> <li>Demand management</li> <li>Demand forecasting</li> <li>Sales and operations planning</li> <li>Supply management and production planning</li> </ul> | <ul style="list-style-type: none"> <li>Inventory management</li> <li>Customer service</li> <li>Cost of stock outs</li> <li>Channels of distribution</li> </ul> |
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### Operations management

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| <ul style="list-style-type: none"> <li>Operations performance indicators and objectives</li> <li>Lean manufacturing</li> </ul> | <ul style="list-style-type: none"> <li>Quality management in operations</li> </ul> |
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## Supply Chain Management II (20 credits)

### Concepts of design in supply chain management

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| <ul style="list-style-type: none"> <li>What is design?</li> <li>Simulating in design</li> <li>The 4 Cs in design</li> </ul> | <ul style="list-style-type: none"> <li>Environmentally sensitive design</li> <li>Volume variety effect on design</li> </ul> |
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### Capacity planning and control

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| <ul style="list-style-type: none"> <li>The nature of strategic demand and supply</li> <li>What is capacity?</li> </ul> | <ul style="list-style-type: none"> <li>Planning and controlling capacity</li> <li>Measuring demand in capacity</li> <li>Planning and capacity approaches</li> </ul> |
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### Forecast and inventory planning

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| <ul style="list-style-type: none"> <li>Techniques for forecasting demand</li> <li>Inventory planning and control</li> <li>What is inventory?</li> </ul> | <ul style="list-style-type: none"> <li>Volume decision making</li> <li>Timing decisions</li> </ul> |
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Just in time principles and models	
<ul style="list-style-type: none"> <li>● JIT planning and control</li> <li>● The functions of JIT</li> </ul>	<ul style="list-style-type: none"> <li>● JIT philosophy and techniques</li> <li>● JIT planning and control</li> </ul>
Quality planning and control	
<ul style="list-style-type: none"> <li>● Why is quality so important?</li> <li>● Conformance to specification</li> </ul>	<ul style="list-style-type: none"> <li>● Factors contained within S.P.C</li> <li>● Acceptance sampling</li> </ul>
Process improvements	
<ul style="list-style-type: none"> <li>● Continuous improvement</li> <li>● Measuring activities</li> <li>● Improving performance</li> </ul>	<ul style="list-style-type: none"> <li>● Factors that influence the approaches to improvement</li> <li>● Techniques for improvement</li> </ul>
MRP planning and scheduling	
<ul style="list-style-type: none"> <li>● Dependent and independent demand</li> <li>● The paradox of inventory management</li> </ul>	<ul style="list-style-type: none"> <li>● Inventory: asset or liability?</li> <li>● Master production schedules</li> <li>● Lead times</li> <li>● Data integrity</li> </ul>
Technology and E Commerce	
<ul style="list-style-type: none"> <li>● Efficiency improvements through technology</li> <li>● Effectiveness improvements</li> </ul>	<ul style="list-style-type: none"> <li>● E procurement applications</li> <li>● Electronic or online supplier catalogues?</li> <li>● Industry wide informational data bases</li> </ul>

## Relationship Management (20 credits)

Relationships in the supply chain	
<ul style="list-style-type: none"> <li>● Buyer-supplier relationships</li> <li>● The suppliers' perspective</li> </ul>	<ul style="list-style-type: none"> <li>● Collaborative and alliance relationships</li> </ul>
Power in relationships	
<ul style="list-style-type: none"> <li>● Understanding power in relationships</li> <li>● E Commerce and relationships</li> </ul>	<ul style="list-style-type: none"> <li>● Institutional trust</li> <li>● Supply management in action</li> </ul>
Relationships in procurement and supply	
<ul style="list-style-type: none"> <li>● The strategic sourcing plan</li> <li>● Discovering and evaluating potential suppliers</li> <li>● Selecting suppliers</li> <li>● Strategic issues in sourcing</li> </ul>	<ul style="list-style-type: none"> <li>● Local, national and international sourcing</li> <li>● "Green" supply management</li> <li>● Ethical considerations</li> </ul>

Supplier negotiations	
<ul style="list-style-type: none"> <li>● Negotiation considerations</li> <li>● Supply managements role in negotiations</li> </ul>	<ul style="list-style-type: none"> <li>● When to negotiate?</li> <li>● The negotiation process</li> <li>● Preparing to negotiate</li> </ul>
Contract management	
<ul style="list-style-type: none"> <li>● Introduction to contract management</li> <li>● Elements of a contract</li> <li>● Monitoring and controlling a contractual relationship</li> <li>● Quality audits and reviews</li> </ul>	<ul style="list-style-type: none"> <li>● Value analysis</li> <li>● Supplier surveys</li> <li>● Managing the relationships</li> </ul>
Supplier and enterprise development	
<ul style="list-style-type: none"> <li>● The supplier performance gap</li> <li>● World class supplier development</li> <li>● The supplier development process and enablers</li> </ul>	<ul style="list-style-type: none"> <li>● Supplier maturity actions plans and strategy</li> <li>● Ethical and professional standards</li> </ul>

### Introduction to Research (10 credits)

<ul style="list-style-type: none"> <li>● What is research?</li> <li>● The development of scientific thought</li> <li>● The scientific method</li> <li>● Criteria for good research</li> </ul>	<ul style="list-style-type: none"> <li>● Types of research</li> <li>● Scientific thinking</li> <li>● The research process</li> <li>● Research ethics</li> </ul>
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### Research Proposal (10 credits)

<ul style="list-style-type: none"> <li>● Method of data collection</li> <li>● Sampling methods</li> <li>● Data collection and analysis</li> <li>● Proposal writing</li> </ul>	<ul style="list-style-type: none"> <li>● The research report</li> <li>● The research proposal</li> <li>● The research presentation</li> </ul>
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## Mode of delivery

This is a distance qualification with an online platform, which means that most of the learning requires self-study. The methodology further includes voluntary contact study blocks, social learning sessions, live online lectures as well as prescribed and recommended reading, case studies and portal interaction with fellow students and lecturers.

SEMESTER 1			SEMESTER 2		
<b>START</b>	24 January 2019		<b>START</b>	24 June 2019	
<b>Modules</b>	Strategic Management I Supply Chain Management I Introduction to Research		<b>Modules</b>	Strategic Management II Supply Chain Management II Relationship Management Research Methodology (Proposal)	
<b>Study Sessions</b>	1	04 - 08 February 2019	<b>Study Sessions</b>	1	15 - 19 July 2019
	2	27 - 31 May 2019		2	18 - 22 November 2019
<b>Exams</b>	2	11 & 13 June 2019	<b>Exams</b>	3	02, 04 & 06 December 2019

## Price

R52 000 (excluding VAT).

Payable on commencement of the programme.

For alternative payment arrangements, please contact the Higher Education Programme Manager, Ilona du Plessis at [ilona@optimumlearn.com](mailto:ilona@optimumlearn.com).

Optimum Learning Technologies can provide the textbooks at an additional cost, but the student needs to apply and sign a quotation.

