

Polish course name	LOGISTYKA DYSTRYBUCJI
English course name	LOGISTICS OF DISTRIBUTION
Course code	WIP-MDL-D1-LOD-05
Field of study	Materials design and logistics
Level of qualification	First degree
Form of study	Full-time
Semester	5
Number of ECTS points	3
Ways of assessment	Exam

Number of hours per semester

Lecture	Seminar	Classes	Laboratory	Project
15		15		

TEACHERS:

Dr inż. Monika Kozerska,

Dr Anna Budzik.

COURSE OBJECTIVES:

- › **C1** Structured teaching of practical knowledge about the principles and concepts of distribution logistics and their framework conditions in modern companies.
- › **C2** Fundamental topics from the field of modern trends in the computerization of logistics processes.

PRELIMINARY REQUIREMENTS FOR KNOWLEDGE, SKILLS AND OTHER COMPETENCES:

1. Basic general knowledge of logistics. Basic knowledge in the field of distribution logistics.
2. The ability to work independently and in a group.
3. Knowledge in dealing with literature sources and online resources.

COURSE CONTENT

LECTURE

- › **L1** General theory of the basics of logistics, extraction of the distribution logistics subsystem and classification in the supply chain.
- › **L2** Subject matter and scope and characteristics of distribution logistics.
- › **L3, L4** Total logistics costs with a list of all costs related to distribution logistics.
- › **L5, L6** Nature and structure of sales channels.
- › **L7** Design sales channels.
- › **L8** Interactions and conflicts in the sales channels.
- › **L9** prices and their design in the distribution channels.
- › **L10** Marketing tools in distribution logistics.
- › **L11** Distribution policy: sales method, commercial services, delivery service.
- › **L12** Characteristics of wholesale and retail trade.
- › **L13, L14** Communication policy: advertising, public relations, sales promotion, direct sales.
- › **L15** Logistics management for goods distribution processes.

CLASSES

- › **C1, C2** Introductory lesson: Organizational part, presentation of the purpose of the course, definition of the requirements, distribution of the tasks to be performed by the students, definition of the rules for their implementation, clarification of the rules for the execution of the library request. Introduction to the subject - Defining basic terms and concepts.
- › **C3 - C6** Use of word-based activation teaching methods Work with the book, solve tasks and discuss how distribution logistics works.
- › **C7 - C12** Presentation of the results of the realized questions in the field of distribution logistics.
- › **C13 - C15** Explanation of the conclusions proposed by the tutor on the issues of distribution logistics.

BASIC REFERENCES

1. Pisz I., Sęk T., Zielecki T., Logistyka w przedsiębiorstwie, Wyd. PWE, Warszawa 2013 r.
2. Biesok G., Logistyka usług, Wyd. CeDeWu, Warszawa 2013 r.
3. Skowronek C., Sarjusz-Wolski Z., Logistyka w przedsiębiorstwie, Wyd. PWE, Warszawa 2012 r.

4. Kozerska M., Smolnik P., Rola dystrybucji w przedsiębiorstwie na przykładzie firmy Hygienka SA, Logistyka nr 3 2012 (wersja online, dostęp: <https://www.czasopismologistyka.pl/artykuly-naukowe/send/239-artykuly-na-plycie-cd/2625-artykul>).

SUPPLEMENTARY REFERENCE MATERIALS

1. Szymonik A., Chudzik D., Logistyka nowoczesnej gospodarki magazynowej, Wyd. Difin, Warszawa 2017 r.
2. Kozerska, M., Outsourcing usług logistycznych w Polsce. Logistyka, (3)/2014, s. 3193-3199.
3. Kozerska, M., Dystrybucja ładunków masowych z wykorzystaniem transportu kolejowego-przykład firmy X. Logistyka, (6)/2014, s. 5903-5913.
4. Kozerska M., Analiza skuteczności i jakości dostarczania przesyłek na przykładzie firmy kurierskiej X. Zeszyty Naukowe. Organizacja i Zarządzanie/Politechnika Śląska 2016 r.
5. Czasopisma branżowe: „Logistyka”, „Eurologistics”, „Logistyka a jakość”, „Logistyka Transport Spedycja”, „Gospodarka magazynowa i logistyka”, „Gazeta transportowa”, „Nowoczesny Magazyn” i inne.

LEARNING OUTCOMES

- › **EU1** Student acquires knowledge and skills to understand and use sales systems in the company.
- › **EU2** Student is familiar with technical and economic aspects of distribution logistics.
- › **EU3** Student understands the essence of distribution logistics as knowledge about planning, controlling and monitoring the processes that take place in this system.

TEACHING TOOLS

- › Lecture with audiovisual means.
- › Multimedia presentations.
- › The study of literature.
- › Case studies.

WAYS OF ASSESSMENT (F – FORMATIVE, P – SUMMATIVE)

- › **F1.** Participation of students in discussions.
- › **P1.** Checking the knowledge from the exercise.
- › **P2.** Assessment of mastery of teaching material in the context of lectures – exam.

STUDENT WORKLOAD

Form of activity	Number of hours	ECTS
Contact hours with the teacher		
Lectures	15	0,6
Seminar		
Classes	15	0,6
Laboratory		
Project		
Test		
Exam	7	0,28
Total contact hours	37	1,48
Student's own work		
Getting acquainted with the indicated literature	12	0,48
Preparation for seminar		0
Preparation for classes	12	0,48
Preparation for lab		0
Project preparation		0
Consultation	4	0,16
Preparation for the exam	10	0,4
Total student's own work	38	1,52
Total number of hours/ ECTS points for the course	75	3,0

ADDITIONAL INFORMATION

Timetable of classes	https://wip.pcz.pl/dla-studentow/plan-zajec/studia-stacjonarne
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Information about the consultation (time + place)	https://wip.pcz.pl/dla-studentow/konsultacje-dla-studentow
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MATRIX OF LEARNING OUTCOMES REALISATION

Learning outcome	Reference of given outcome to outcomes defined for whole program	Course objectives	Course content	Ways of assessment
EU 1	K_W01, K_W02, K_W06, K_W07, K_W08, K_W09,	C1, C2	L1 - L2, C1 - C12	F1, P1
EU 2	K_W01, K_W02, K_W06, K_W07, K_W08, K_W09, K_K01,	C1, C2	L1 - L9, C3 - C6	F1, P1,
EU 3	K_W01, K_W02, K_W06, K_W07, K_W08, K_W09, K_U07, K_U08, K_K01, K_K02, K_K03, K_K04,	C2	L1 - L15, C3 - C15	F1, P1, P2

FORM OF ASSESSMENT - DETAILS

EU1 Student acquires knowledge and skills to understand and use sales systems in the company.

- › 2,0 Student does not know the basic concepts of distribution logistics.
- › 3,0 Student is partly familiar with the basic concepts of distribution logistics.
- › 3,5 Student almost knows the basic rules of logistics.
- › 4,0 Student is very familiar with the conceptual apparatus of distribution logistics.
- › 4,5 Student masters the conceptual apparatus of distribution logistics almost very well.

- › 5,0 Student understands the fluent handling of concepts from distribution logistics.

EU2 Student is familiar with technical and economic aspects of distribution logistics.

- › 2,0 Student does not have technical and economic knowledge in the different areas of distribution logistics.
- › 3,0 Student is partly familiar with selected technical and economic topics from different areas of distribution logistics
- › 3,5 Student can practically apply the conceptual apparatus of technical and economic questions in the different areas of distribution logistics.
- › 4,0 Student is well acquainted with the conceptual apparatus of technical and economic issues in the different areas of distribution logistics.
- › 4,5 Student has a good grasp of the conceptual apparatus of technical and economic questions in the different areas of distribution logistics.
- › 5,0 Student is fluent in the conceptual apparatus of technical and economic questions of distribution logistics.

EU 3 Student understands the essence of distribution logistics as knowledge about planning, controlling and monitoring the processes that take place in this system.

- › 2,0 Student does not understand the nature of distribution logistics as planning knowledge, control and monitoring of the processes running in this system.
- › 3,0 Student partially understands selected aspects of logistics sales as knowledge about planning, controlling and monitoring of processes in this system of processes.
- › 3,5 Student understands selected aspects of logistics almost well sales as knowledge about planning, controlling and monitoring of processes in this system of processes.
- › 4,0 Student knows all aspects of distribution logistics as knowledge of the planning, control and monitoring of the work carried out in this system processes.
- › 4,5 Student is almost familiar with all aspects of distribution logistics as knowledge for planning, controlling and monitoring the processes running in this system.

- › 5,0 Student is familiar with all aspects of distribution logistics as knowledge of planning, controlling and monitoring the processes running in this system and is able to show the differences between them.