

# SCM 7385 Supply Chain Corporate Projects

## Section 28173 Spring 2021

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**Professor:** Gordon D. Smith, Ph.D.

**Class Schedule:** 6:00 to 9:00 PM Wednesday

**Class Room:** Zoom

**Student Hours:** Wednesday Zoom or by appointment; video conferencing

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### I. Course Description

The Supply Chain Corporate Projects is a capstone practicum course. The course is designed to meet the needs of the majority of students who work in existing organizations, where issues such as changes in strategy, changes in organization, process improvement, feasibility studies, quality certification, and many other kinds of challenges routinely arise and may require internal project/consulting skills. The course is also appropriate for new venture development and entrepreneurial projects.

#### What to Expect

You are enrolled in a course that is probably unlike any you have experienced. Your responsibility for the semester will be to satisfy the business needs of a client. After our initial class session your work will be mostly with the client and driven by the client's project schedule and needs. You will be working 'for them', often at their location, on a problem/problems that are very real to them and for which they seek a real and useful solution. You are expected to actually solve their problem, not tell the client or your professor about a possible solution. Students take the lead in these projects - faculty (myself and/or subject matter mentors) are responsible for providing tools for the course and organizing the teams and clients; after that, I as the faculty supervisor have minimal interaction with clients, until the final team project presentation. I, as the supervising faculty, will attend all initial introduction meetings, appropriate interim progress meetings and all final team presentations.

Do not be misled by the lack of formal classroom structure. Even though there are only a few formal class sessions, expect to put in many hours of effort. There may well be times when you will wish for a more traditional lecture-type course that has more structure—there are no regular exams; clients may cancel or change meetings with your team and disrupt your schedule; client needs may not be well defined, especially at the beginning of the project; and more. Your clients will contribute significantly to the evaluation of the project for your grade; and, unlike many professors, they feel no obligation to be nice or to reward you for the "old college try." They are expected by their senior management team to deliver results, and they will expect no less from you.

# SCM 7385 Supply Chain Corporate Projects

## Section 28173 Spring 2021

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### II. Course Textbook and Other Requirements

**Recommended:** *The Basic Principles of Effective Consulting*. Linda K. Stroh and Homer H. Johnson. Mahwah, NJ: Lawrence Erlbaum Associates, 2006. ISBN 0-8058-5420-7. (pdf version posted in BlackBoard) (In this syllabus I use the reference S&J and specific Chapter numbers.)

**And**

**Recommended:** *Project Management, Achieving Competitive Advantage, 5<sup>th</sup> ed.* Jeffrey K. Pinto 2019. ISBN 978-0-13-473071-4

**Or**

**Project Management in Practice, 4<sup>th</sup> ed.** Jack R. Meredith, Samuel R. Mantel, Jr., Scott M. Shafer, and Margaret M. Sutton. Wiley, 2010. (pdf version posted in BlackBoard).

**Readings:** See BlackBoard

### Class and Online Meetings

Regular Zoom class meetings will be the exception rather than the rule—there are currently only three regular scheduled “classes,” the first of these is primarily focused on preparatory activities prior to working with the clients. Other meetings will be “virtual” as well but scheduled per the team’s needs. Meetings between project teams and faculty mentor(s) may also be scheduled at times mutually suitable to team members and faculty mentors, and these may be at times other than regularly scheduled class times; students are encouraged to request such meetings at any time they feel the need.

### Client Meetings

Most if not all meetings with clients will be held virtually. Only one project currently will require some ‘face-to-face’ time.

### Team Formation and Electronic Groups

Teams will be formed on the first class meeting. Electronic group management using technology such as *Microsoft Teams, Google Plus Hangouts, or Yahoo Groups, etc.* is expected for all teams, with one student in each team taking responsibility for setting up the chosen management method. The chosen technology for meeting with the Professor on a weekly or as needed basis is ZOOM ([www.zoom.us](http://www.zoom.us)).

# SCM 7385 Supply Chain Corporate Projects

## Section 28173 Spring 2021

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### Course Grading

Your grade is primarily dependent on your project work (90+ percent), and your project work will be evaluated on the basis of three important criteria:

1. “Technical merit.” Your work is evaluated on how well you achieve the deliverables required in this course. Key to this is to develop the solution(s) and the quality of the solution(s). As relevant to each client problem or need, the correct and appropriate application of business metrics, process/workflow mapping, project management, and other tools made available through the texts and readings will be evaluated as part of the technical merit of the final product. Quality of writing and clarity of the final report is a significant part of technical merit. Client evaluations of the project final deliverables is also a significant component of this criterion.
2. “Implementation success probability.” This is based on an assessment or best estimate of the real impact your effort will have on the client’s operations and success. The best assessments are possible with the best quality of analysis, development of solution and final management report.
3. “Professionalism.” This takes into consideration how well you deal with your client, your teammates, and your faculty mentor(s). Submission of deliverables during the semester to the faculty mentor will be a significant factor in evaluation of this criterion, as will client evaluation of each student and the teams work.

We will discuss project management software options during the first class session. The use of project management thinking and tools will be a requirement for this course.

### Student/Team Deliverables

During the semester your progress will be monitored through the following required reporting mechanisms; these are to be uploaded to BlackBoard Turnitin. It is expected that the assignment deliverable ‘capture’ mechanism will transition to a Course OneDrive. The details are currently under review with UIT. Once the current issues are resolved I will announce and provide further details. Due dates for these are shown in the course schedule (separate document):

- The team project proposal (detailed below), which describes very precisely the consulting project that you plan to do and serves as the basis of the written contract between you and your client, and an accompanying project plan. *Due:* after meetings with client and definition of project scope.
- A contract (if required) and a non-disclosure agreement (if required) with the client (detailed below). *Due:* after approval of the project proposal.
- Regular progress reports throughout the semester to update team activities and progress. These will consist of (1) a brief verbal update of project progress via Zoom video session (when scheduled), (2) short Progress report (submitted via BB Turnitin or to course OneDrive) and (3) updated **Tracking Gantt Chart** (submitted via BB Turnitin or to course OneDrive).

# SCM 7385 Supply Chain Corporate Projects

## Section 28173 Spring 2021

---

*Since these are our primary means of staying in touch, it is very important that these be done regularly and as required in the course schedule.*

- A final report and presentation to the client for the project that details the project statement/problem, solution that you have developed for the client and provides complete documentation for the implementation of the project solution (as appropriate). *Due:* end of semester on date to be scheduled with client.
- At the end of the project, clients will provide an evaluation of the project to the faculty mentor(s). Evidence of either superior performance or problems in performing the project will influence the ratings teams receive on these factors. *Due:* end of semester on date to be scheduled with client.
- In addition, students are required to provide an evaluation of their teammates; these evaluations also influence the final determination of individual grades. *Due:* end of semester on date to be scheduled with client.

Progress reports are “graded” as a group during the semester. Every report (see [Progress Report Guideline](#)) should have information regarding Parts 1 - 3; Parts 4 - 6 may not be relevant to a specific report, and that can be noted. Generally, reports meeting the criteria above will receive “A” grades and contribute as such to the final grade. Missing or poorly done reports may result in a reduction of the final grade. Similarly, contracts, NDAs, and evaluations must be submitted for full credit.

### **The Project Proposal**

Think of the proposal as a formal contract you are tendering to the client, but with additional information to show you understand the client’s needs and also to persuade the client that you are the source of competence best suited to meet those needs. Depending on the client, most of you will find that the Stroh and Johnson proposal outline and guidance works well.

The specific nature of the proposal will vary depending on the technical requirements, of course, but the majority of proposals are “business proposals,” and have some important characteristics. Domain knowledge is an important part of the "situation" of the business, and often the most important part. What are the major variables that define "success" (often discussed as “critical success factors”)? What *specific metrics* are used; what is the basis for measuring “success” or performance? Whether getting approval for a project within a company or winning business through competitive bids in a consulting firm, effective business proposals are a key requirement.

For this course, the project plan should be developed and presented using project management software. As will be seen, this requires the project team to think the project through in detail, and to schedule tasks in a way that meets both student and client timetables. In addition, it creates an excellent way to portray the project, and to communicate critical parameters about the project to team members, faculty mentors, and client stakeholders.

# SCM 7385 Supply Chain Corporate Projects

## Section 28173 Spring 2021

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### Client Relationships

All client organizations (as appropriate) sign an agreement to enable students to work with the client and assure mutual protection of client and student interests. All information to and from clients is to be held in confidence—students and faculty mentors (if required) sign a non-disclosure agreement (NDA) with the client for all projects. Students may be required to sign company forms or be required to meet other company related criteria, such as security or drug screening. Clients have the right to not accept students if employment or other affiliations might create a conflict of interest.

### The Final Report and Presentation to the Client

The **final report** will be similar in format to the proposal, except you will describe what you actually did rather than what you plan to do; again, the outline (S&J Chapter 6) provides excellent guidance. It is important that your final report *sell* the project to the client, as did the proposal. “Selling,” of course, means a positive view of the project outcomes, but it also requires honesty and ethical reporting—sometimes what has to be “sold” is information the client would rather not hear. Whatever the situation, you should discuss why the solution is a good one and how the client will benefit from implementation of the solution. Limitations and shortcomings that may have a significant impact on the client should also be acknowledged.

The faculty supervisor and/or mentor(s) must approve the final report before it is submitted to the client. The report should have a well-designed cover page; a table of contents; an executive summary; and then the full report. It will cover all the information in the proposal in addition to the outcomes (S&J Chapter 6). Project scope often changes from that in the original proposal, and this should be reported so that a history of the project is given. Technical appendices may be added if necessary, and the final update of the project management plan should be attached.

It is very important that the final report provide complete documentation of the project so that the client may refer to it later, should the need arise. This means that a comprehensive list of all resources used (publications, interviews, government information, internet sources, etc.) must be provided with full bibliographic information. This may be prepared using any consistent set of guidelines, such as the Turabian (University of Chicago) style manual, American Psychological Association, Modern Language Association, IEEE, etc.

All project reports will be submitted to the client along with a **formal presentation** (S&J Chapter 7). In the majority of cases, the final report will be presented to the client on their premises, with the faculty supervisor/mentor(s) in attendance. If necessary, client organizations may come to campus and receive their presentation and report there.

# SCM 7385 Supply Chain Corporate Projects

## Section 28173 Spring 2021

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### *SEMESTER SCHEDULE*

Course text pre-reading assignments (complete as early as possible, definitely prior to second class session):

Text: (1) Stroh and Johnson, *The Basic Principles of Effective Consulting*, all chapters.

(2, optional) Meredith *et al.*, *Core Concepts of Project Management*, sections Chapter 1; Chapter 2: Roles and Responsibilities; Chapter 3: Project Plan (Charter)(important), Planning Process, Work Breakdown Structure; skim Chapter 4 (Budgeting); Chapter 5 Scheduling; skim Chapter 6 Allocating Resources; Chapter 7 Monitoring and Controlling the Project; skim Chapter 8 Evaluating and Terminating the Project.

Or equivalents in Pinto if you have taken SCM 7A97 Project Management

#### Week 1 (Zoom)

Introduce students

Course Overview and Syllabus Review

Review and Discuss Critical Success Factors and Business Metrics for Business outcomes and Results

Discussion of each Corporate Project

Review each Team

Discuss Next Steps

Week 2 Each Team should meet with client for introductions and scope of work discussions

Week 3 (Wed) Zoom meeting to review draft project scope and draft project plan

Week 4 Post Project Report #1

Week 5 (Wed) Zoom meeting to review Project Report #2

Week 6, 7 Post Project Reports #3 and #4

Week 8 (Wed) Zoom meeting if necessary. Post Project Report #5

Focus on schedule updates for final project presentations dates (and an alternative for week of May 3<sup>rd</sup>).

Week 9 Spring Break and/or 'Catch-up'

Week 10-12 Post Project Reports #6, #7, and #8

Week 13 Post Project Report #9; Post Final Report Outline

Week 14 Post Project Report #10; Draft of Final Report; Final Presentation Outline; Confirm Final Presentation Date

Week 15 Final Report and Final Presentation for Review

Week of 3 May Final Presentations to Clients; submit peer evaluations; Client completes Project Evaluation

TBD Final report submitted to client team; Grades submitted; **Celebrate**

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