

**Support Roles and Partnership Unit Instructions**

**Course**

Supply Chain I

**Objectives**

* Students will evaluate the role of maintenance in all aspects of a supply chain model—focusing on safety and efficiency
* Students will analyze the importance of supply chain security and research current global security issues
* Students will describe services provided by third-part logistics companies and why they can be beneficial in a supply chain
* Students will investigate the importance of negotiations in business and practice negotiation skills

**TN State CTE Standards**

**Support Roles and Partnership #11:**

Evaluate the role of maintenance in all aspects of a supply chain model to the safety and efficiency of storage and distribution, including vehicle, pipeline, building, and other maintenance areas. Research and report actual instances where inadequate maintenance practices led to a disruption in a company’s supply chain distribution.

**Support Roles and Partnership #12:**

Assess the importance of supply chain security. Describe the role Customs-Trade Partnership against Terrorism (CTPAT) plays in keeping the United States safe from terrorism through supply chain regulations and protocols. Research how a local company addresses safety and security within their supply chain channels.

**Support Roles and Partnership #13:**

Define third-party logistics (3PL) and describe services third-party logistics companies provide to other businesses. Justify why a business would choose to use third-party logistics services instead of performing the supply chain functions themselves. Research local third-party logistics companies and describe the services they offer local businesses.

**Support Roles and Partnership #14:**

Investigate the importance of negotiation in business in general and specifically in supply chain management. Prepare a “how-to” demonstration that includes preparations for negotiations, effective negotiation strategies and tactics, developing a negotiation plan that provides benefits to all involved parties, and selecting a business partner that is like-minded in mission.

**Essential Questions**

* What role does maintenance play in safety and efficiency of a supply chain?
* What are current global security issues for supply chains? How can you mitigate these risks?
* Define a 3PL. What services are provided that can benefit a supply chain?
* How can negotiation skills aid in the bottom line of a business?

**Duration**

3 weeks

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| ACTIVITIES | | | | |
| **Assignment** | **Due**  **Date** | **Date Completed** | **Grade** |
| Support Roles and Partnership PPT |  |  |  |
| Reading: *Best Practices-Preventive Maintenance 101* |  |  |  |
| Project: C-TPAT |  |  |  |
| Project: Examine Supply Chain Management Risk |  |  |  |
| Activity: Explore International 3PL |  |  |  |
| Role-Play Game: There Aren’t Enough Oranges |  |  |  |
| Unit Exam: Support Roles and Partnerships |  |  |  |