

Your TXDOLIÂFDWLRQ

&-36 TXDOL4FDWLRQV DUH UHJXODWHG LQWHUQDWRUQDOO\ WR HQVXUH
VWDQGDUG LQ SURFXUHPHQW DQG VXSSO\ &-36 /HYHO 3URIHVVRQRQ
6XSSO\ LV D YRFDWLRQDOO\ UHODWHG SURIHVVRQRQ TXDOL4FDWLRQ
WKH UHJXODWRU\ IUDPHZRUNV RI DQ LQFUHDVLQJ QXPEHU RI FRXQWUL
DQG 1RUWKHUQ -UHODQG 8\$(LQFOXGLQJ 'XEDL DQG \$IULFD LQFOXG
RQ WKLV UHFRJQLWLRQ DQG WKH GHWDLOV RI FRUUHVSRQGLQJ TXDOL4
TXDOL4FDWLRQV IUDPHZRUNV DUH GHWDLOHG RQ RXU ZHEVLWH &-36 P
RRFXUHPHQ TP0 @ðFRUU5P CU €R H&LHVDO D RW€'LSORPD LQ XIHVVPL0
'€RHPHFRP RÿDW HORP&L@LV UW HORP&L@LV U3U LB4F6XV O8QW WK HRQ H
RQ WKÀ JQLRQ 0ÀP€P•€€`:€`0VXP /HYHO 3U&HV€•0
'FRH VJ4 RKÀHG €@DRFXHIHXF

What will I study?

Four modules make up of the required

60
Credits
required for
completion

Choose three of your choice of 7y?

ELECTIVE Level 6 Strategic Programme Leadership (L6M5)	6 credits
ELECTIVE Level 6 Commercial Data Management (L6M7)	6 credits
ELECTIVE Level 6 Innovation in Procurement and Supply (L6M8)	6 credits
ELECTIVE Level 6 Supply Network Design (L6M9)	6 credits
ELECTIVE Level 6 Global Logistics Strategy (L6M10)	6 credits

18
Credits made up of your choice of **ELECTIVE** modules

Who is it for?

Who is it for?
&-36 /HYHO \$GYDQFHG 'LSORPD LQ 3URFXUHPHQW DQG 6XSSO\ WKLV UHSUHVHQWV WKH 4QDO OHYHO RI &-36 TXDOL4FDWLRQV IRU WKRVH ZRUNLQJ REQUISITE &-36 &KDUWHUHG 3URFXUHPHQW DQG 6XSSO\ 3URIHVVLRQDO

<RX ZLOO JDLQ DQ XQGHUVWDQGLQJ RI GL•HUHQW SHUVSHFWLYHV DQG WKHRULHV DQG ZLOO EH DEOH WR)RU WKRVH ZKR DUH VXFFHVVIXO LQ DSSO\ LQ WKH DQG HYDOXDWH FRPSOH[LQIRUP &-36 /HYHO \$GYDQFHG 'LSORPD LQ 3URFXUHPHQW DQG LGHDV DQG 6XSSO\ WKLV UHSUHVHQWV WKH 4QDO OHYHO RI &-36 TXDOL4FDWLRQV IRU WKRVH ZRUNLQJ REQUISITE &-36 &KDUWHUHG 3URFXUHPHQW DQG 6XSSO\ 3URIHVVLRQDO <RX ZLOO QHHG WR KDYH DFKLHYHG &-36 /HYHO \$GYDQFHG 'LSORPD LQ 3URFXUHPHQW DQG 6XSSO\

What will I learn?

What will I learn?
%XLOGLQJ RQ WKH NQRZOHGJH DQG VNLDOH OHDUQHG DW WKH &-36 /HYHO \$GYDQFHG 'LSORPD LQ 3URFXUHPHQW DQG 6XSSO\ \RX ZLOO EH DEOH WR GHPROYWUDWH VWUDWHJLF NQRZOHGJH DQG OHDGHUVKLS VNLOOV DQG 4QG VROXWLRQV UHTXLUHG QXPEHU RI VWXG\ KRUV FUHGLW LV HTXLYDOHQW WR FRPSOH[SUREOHPV -W LV GHVLJQH WR GHYHORS KRUV RI VWXG\ DFK PRGXOH LV JLYHQ D FUHGLW YDOX WUDQVIHUDEOH ZRUNSODFH VNLOOV VXF DY HIFHOHQW FRPPXQLFDWLRQ DQG WKH DELOLW\ WR ZRUN LQ DQG OHDG D WHDP (PSOR\HUV KDYH LGHQWL4HG WKDW WKH DELOLW\ WKLQN VWUDWHJLFDQO\ DQG OHDG DQG LQ5XHGFH SROLF\ D WKLQNLQJ DUH HVVHQWLDQ IRU SURJUHVVLRQ

Credit values
%XLOGLQJ RQ WKH NQRZOHGJH DQG VNLDOH OHDUQHG DW WKH &-36 /HYHO \$GYDQFHG 'LSORPD LQ 3URFXUHPHQW DQG 6XSSO\ \RX ZLOO EH DEOH WR GHPROYWUDWH VWUDWHJLF NQRZOHGJH DQG OHDGHUVKLS VNLOOV DQG 4QG VROXWLRQV UHTXLUHG QXPEHU RI VWXG\ KRUV FUHGLW LV HTXLYDOHQW WR FRPSOH[SUREOHPV -W LV GHVLJQH WR GHYHORS KRUV RI VWXG\ DFK PRGXOH LV JLYHQ D FUHGLW YDOX WUDQVIHUDEOH ZRUNSODFH VNLOOV VXF DY HIFHOHQW FRPPXQLFDWLRQ DQG WKH DELOLW\ WR ZRUN LQ DQG OHDG D WHDP (PSOR\HUV KDYH LGHQWL4HG WKDW WKH DELOLW\ WKLQN VWUDWHJLFDQO\ DQG OHDG DQG LQ5XHGFH SROLF\ D WKLQNLQJ DUH HVVHQWLDQ IRU SURJUHVVLRQ

60
Total credits required for completion

About our exams and your study commitments

Strategic Ethical Leadership

[L6M1]

Module purpose

2Q FRPSOHWLRQ RI WKLV PRGXOH OHDUQHUV ZLOO EH DEOH WR FULW
EHKDYLXRUV UHTXLUHG WR DFKLHYH RUJDQLVDWLRQDO DQG VWDNHKR
LPSURYHPPHQWV DQG FKDQJH DQG DOVR DSSUHFLDWH HWKLFDO SUDFW
WKDW LPSDFW RQ WKH SURFXUHPHQW DQG VXSSO\ IXQFWLRQ

Module aim(s)

Learning outcomes, assessment criteria and indicative content

1.0 8QG HUVV DQSS OH DGHUVKLS DQY 2A6 BDDOHV DQSS DRPPXQLFSDWDRQLQJ
EHKDYLW\XLDWISSURSURDWH DWHJLFDQO\WHFKQLTQDQDOWHLLQ5XHQHQGLYLGXDOV
LPSURWLKHURFXUHDQXSSFKDLQXQFWLRQLQYRQYMHXSSFKDLQ

1.1 &ULW HFYDQWVKH•HUHGFMZFH DGHUVKLS(YH`d,@pAZ`@QYROYHGRV psu†É>•À ži@RV psu†É V psu
DQBDQDJHPPHQW
'H4QLQJ OH DGHUVKLS
7KH UROH RI D OH DGHU DQG WKH DFWLYLW\ RI OH DGHUVKLS
7KH LPSRUWDQFH RI OH DGHUVKLS
7KH GL•HUHQFHV EHWZHHQ PDQDJHPPHQW DQG
OH DGHUVKLS
6LWXDWLRQDO OH DGHUVKLS
7KH FRQWLQXXP RI OH DGHUVKLS EHKDYLRXU
7KH IRUFHV LQ GHFLGLQJ WKH W\SH RI OH DGHUVKLS
7UDQVIRUPDWLRQDO DQG LQVSLUDWRQDO OH DGHUVKLS

1.2 &ULW DQDQSS SURDFK DGHUVKLS
IRUPSURYSLORFXUHDQXSSFKDLQ
PDQDJHPPHQW
7KH TXDOLWLHV RU WUDLWV DSSURDFK WR OH DGHUVKLS
7KH IXQFWLRQDO RU JURXS DSSURDFK LQFOXGLQJ DFWLRQ
FHQWUHG OH DGHUVKLS
6W\OHV RI OH DGHUVKLS LQFOXGLQJ WKH DXWKRULWDULDQ RU
DXWRFUDWLF GHPRFUDWLF DQG ODLVVHJ IDLUH VW\OHV
&RQLQJHQF\ WKHRULHV IRU OH DGHUVKLS VXFK DV SDWK
JRDO WKHRU\

3.0 XQ\$F740WEDDQSS ØHWKRGRYHUFRPH
OH DGH F K D O S H D F H G S U R F X U H D Q Q W
V X S S F K D P Q Q D J H U V

3.1 & R Q W W D W R X U R H S R Z H U Q G R Z W K H D Q
E H X V H G R Y H U F F R I P P R K D O O H D F H G
S U R F X U H D P Q Q X S F K D D Q D G H U V
3 H U V S H F W L Y H V R Q L Q G L Y L G X D O S R Z H U
3 U R F H V V X D O L Q V W L W X W L R Q D O D Q G R U J D Q L V D W L R Q D O O H Y H O V R I
S R Z H U
3 H U V S H F W L Y H V R Q R U J D Q L V D W L R Q D O S R Z H U
7 K H E D O D Q F H E H W Z H H Q R U G H U D Q G 5 H [L E L O L W \

3.2 \$ Q D O K R I H T X D O L W G L Y H U L W L W X H H O D W R Q J
W K V X S S F K D E Q G H X V H G R P S U R W O P P A H S I L U D \$ @
H • H F W L Y H Q H V V
' H 4 Q L Q J G L Y H U V L W \ H T X D O L W \ D Q G L Q F O X V L R Q
7 K H E H Q H 4 W V R I G L Y H U V L W \ L Q R U J D Q L V D W L R Q V
7 K H L P S D F W R I G L V F U L P L Q D W L R Q K D U D V V P H Q W D Q G
Y L F W L P L V D W L R Q
' H Y R H O R S L Q T Ä D Q G ` L P S Ä O H P H Q W L Q J S R O L F L H V W R H Q K D Q F H
D G L K A U F C W i Q C 4 ' 4 0 w) • Ä 3 ° ` , 3 p C }

Learning outcomes, assessment criteria and indicative content

1.0 8 QGHUVW X Y Z A B C D E F G H I J K L M N O P Q R S T U V W X Y Z
JOREDO

Global Strategic Supply Chain Management [



3.0 8QGUVVWQSSWHFKQLVDFKLLHYHFWLYH
VWUDWVSSKDEQDQDJHPPHQW

3.1 (YDOXDSWURDWHYHORSLGRISOHPHQWLQJ
VXSSKDEQOODERUDWLRQ
6XSSO\FKDLQHYROXWLRQIURPWUDQVDFWLRQDO
LQIRUPDWLRQVKDULQJWRFRODERUDWLYHDSSURDFKHVLQ
VXSSO\FKDLQPDQDJHPPHQW
SSONFHODQWeHLUDWLYHDSSURH

Future Strategic Challenges for the Profession [L6M4]

C

CORE MODULE



CIPS GLOBAL STANDARD 5.6

CR

CONSTRUCTED RESPONSE EXAM

2
HRS

EXAM DURATION HOURS

60
HRS

MODULE LEARNING TIME

6
CREDITS

Module purpose

2Q FRPSOHWLRQ RI WKL V PRGXOH OHDUQHUV ZLOO EH DEOH WR UHTXLUH PHQWV IRU WKH SURFXUHPHQW DQG VXSSO\ IXQFWLRQ DQG WKH SURIHVVLRQ

Module aim(s)

7KH YRODWLOH JOREDO HQYLURQPHQW SRVHV D WKUHDW WR WUDGDQG SUHVHQW VWUDWHJLF FKDOOHQJHV WR WKH SURFXUHPHQW 6WUDWHJLF SURFXUHPHQW DQG VXSSO\ OHDGHUV UHTXLUH NQRZOHYLF WKHLU IXQFWLRQ DQG SURIHVVLRQ DQG SUHSDUH WKHPVHOYHV IRU WKH ZLOO XQGRXEWHGO\ EH IDFHG ZLWK 7KLV PRGXOH LV GHVLJQHGXVSSO\ OHDGHUV WR ORRN DDKHDG DQG WR FRQVLGHU WKH IXWXUH VWUDWHJLF FKDOOHQJHV WKHLU SURIHVVLRQ

Credit value

Learning outcomes, assessment criteria and indicative content

1.0 8QGUVVWPKGQJQJHGOHTXLUHPHQW/ 8QGUVVWPKGQJQJHGOHTXLUHPHQW
SURFXUHPHQWSSO\ DQGSSSURIHVVLQR

1.1 \$VVHZKDWKHXWXMUDSBRFXUHPHQW 2.1 (YDOXDKMHPHUJUCRQDQG5XHQFH
VXSSIQQFWZLRQRNLNH LQQRYPDQURQFKQRQWJKSURIHVVLQR
\$OLJQPHQW ZLWK WKH RUJDQLVDWLRQ 'LQWWSUQDQOLQ5XHQWLFHQWUDGLWLRQDO RSH
DQG KRUL]RQWDOO\ 2UJDQLVDWLRQDO XSWDNH DQG OHYHUDJLQJ F
5HFRJQLVH DQG H[SORLW VXSSO\ FKDLQ\$KSSPDWLQDQW DQG FKDQJLQJ UROHV IRU WKH S
1HZ DSSURDFKHV DQG UHTXLUHPHQWV VZSSRDWXQLWLHV WKDW DULVH DQG DVVRFLDW
\$JLQW\ DQG FKDOOHQJHV
)OH[LELQW\ 7KH SURIHVVLRQ GULYLQJ WKH DJHQGD WR UH
/HJDQW\ DGGLQJ EHQH4WV DQG FRPSHWLWLYH HGJH
'HDOLQJ ZLWK FRPSOH[LW\ 6XSSO\ 1HWZRUN 6WUDWHJLHV
-QWHUSWMMFXUHQW DSSURDFK2WRSSURFXUHPHQW
)RUPXODWLQJ REMHFWLYHV RQ WKH VXSSO\ VLGH
'HWHUPLQH WKH EDVLF QHWZRUN VWUDWHJ\
&DOLEUDWLQJ WKH VWUDWHJ\
5HVWUXFWXULQJ WKH VXSSO\ QHWZRUN
3URDFWLYH SODQQLQJ DQG GHVLQJ RI VXSSO\ QHWZRUNV
DQWLFLSDWH UHVSRRG DQG DGDSW
5LVN YV UHVLOLHQW VXSSO\ FKDLQV DQG QHWZRUNV

1.2 &RQWVWXWXLNDQ[SHEWDRMLWQDWHJLF
SURFXUHPHQWSSOH DGHUV
6ZLWFKLQJ IRFXV IURP LQWHUQDO RSHUDWLRQDO WR H[WHUQDO
FXVWRPHU LQWHUIDFH
)XQFWLRQDO NQRZOHGJH
-QWHUSHUVRQDO VNLOOV
*HQHFDQDJHPPHQW DQG VWUDWHJLJLF VNLOOV DSSUHFLDWH
DQG SURPRWH WKH VWUDWHJLJLF YDOXH RI SURFXUHPHQW DQG
VXSSO\
-QWHUQDO DQG H[WHUQDO UHODWLRQVKLS PDQDJHPPHQW
(WKLFDQ DQG VXVWDLQDEOH PDQDJHPPHQW DQG OHDGHUVKLS
HQYLURQPHQWDO LVVXH V DQG FKDOOHQJHV

1.3 &RQWVWXWXLNDQ[SHEWDRMLWQDWHJLF
PDUNHWKSHURFXUHPHQWSSOQFWLRQ
9RODWLOH JOREDO HQYLURQPHQW WKUHDWHQV WUDGLWLRQDO
FRQFHSW RI LQWHUQDWRQDO WUDGH
:LGHU LQ5XHQFH RQ PDUNHW LGHQWL4FDWLRQ
GHYHORSPPHQW DQG FUHDWLRQ
)XWXUH ULVNV DQG FKDOOHQJHV

Strategic Programme Leadership [L6M5]

Module purpose

2Q FRPSOHWLRQ RI WKLV PRGXOH OHDUQHUV ZLOO EH DEOH WR DVVHV FRQWUDFWLQJ UH DSSURDFKHV WR WKH OHDGHUVKLS RI PDMRU VWUDWHJLF SURJUDPPHV DQG HYDOXDWH WK RUJDQLVDWLRQDO FXOWXUH KDV WR SOD\ RQ DFKLHYLQJ RYHUDOO VXFFHV

Module aim(s)

0DMRU SURJUDPPHV DUH D NH\ HOHPHQW LQ DQ RUJDQLVDWLRQDO VWUDWHJ\ KHQFH WKH OHDGHUVKLS RI WKHP LV D VLJQL4FDQW FRQWULEXWRU WR RYHUDOO VXFFHV 7KLV PRGXOH WKR VH SURFXUHPHQW DQG VXSSO\ SURIHVVLRQDOV ZKR ZLOO GHYHORS DQG OHDG WK LP DQG PRQLWRULQJ RI FRQWUDFWV IURP WKH VWUDWHJLF VWDQGSRLQW UHTXLULQJ D SUDFW WKH DVVRFLDWHG LVVXH DQG DSSURDFKHV WR SURJUDPPH FRQWURO

E

ELECTIVE
MODULE



CIPS GLOBAL
STANDARD
3.3 • 3.4

Commercial Data Management [L6M7]

OR

OBJECTIVE
RESPONSE EXAM

1.5

HRS

EXAM DURATION
HOURS

60

HRS

MODULE
LEARNING
TIME

6

CREDITS

Module purpose

2Q FRPSOHWLRQ RI WKL V PRGXOH OHDUQHUV ZLOO EH DEOH WR DVVH
HYDOXDWH WKH LPSDFW RI GDWD LQWHJULW\ DQG F\EHU VHF\ULW\ RQ
IXQFWLRQ

Module aim(s)

8QWLO UHFHQWO\ ELJ GDWD ZDV VHHQ DV D WHFKQLFDO LVVXH WKDW
RUJDQLVDWLRQV QRZ YLHZ LW DV D EXVLQHVV RSSRUWXQLW\ WKDW F
FRPSHWLWLYH DGYDQWDJH DQG DUH QRZ H[SORLWLQJ ELJ GDWD LQ D
WKDW WKH\ GLG QRW NQRZ EHIRUH *LYHQ WKL V SURSHQVLW\ IRU GDW
DQG VWRUDJH DFWLYLW\ VXSSO\ FKDLQ F\EHU VHF\ULW\ LV QRZ D NH
GHVLJQH IRU SURFXUHPHQW DQG VXSSO\ OHDGHUV ZKR UHTXLUH D F
RI ELJ GDWD DQG RI WKH LPSDFW RI GDWD LQWHJULW\ DQG F\EHU VHF

Credit value



Learning outcomes, assessment criteria and indicative content

1.0 8 QGHUVW B D K Q L R X H S S G L H U H O R S P H Q W

1.1 \$ V V H F U R M Q F W L Z P Q D N O V B I F K L H Y H
L P S U R Y H P L H Q W X S S F K D L Q

E

ELECTIVE
MODULE



CIPS GLOBAL
STANDARD
7.7

Supply Network Design [L6M9]

OR

OBJECTIVE
RESPONSE EXAM

1.5

HRS

EXAM DURATION
HOURS

60

HRS

MODULE
LEARNING
TIME

6

CREDITS

Module purpose

2Q FRPSOHWLRQ RI WKLV PRGXOH OHDUQHUV ZLOO EH DEOH WR HYDO
LQ5XHQFH DQG FRQWULEXWLRQ RI VXSSO\ QHWZRUN GHVLJQ DQG RSH
VWUDWHJ\ DQG DVVHVW WKH VWUDWHJLF YDOXH RI UHVRXUFH SODQQL

Module aim(s)

(YHU\ RUJDQLVDWLRQ LV SDUW RI D ZLGHU LQWHUFRQQHFWHG QHWZRUN R
RUJDQLVDWLRQV WKLV LV WHUPHG WKH VXSSO\ QHWZRUN \$W D VWUDWHJ
RI VXFH QHWZRUNV LV FUXFLDO WR WKH H•HFWLYHQHV DQG HJFLHQF\ RI V
LV WKH RSHUDWLRQV SURFHVVHV ZKLFK IRUP D IXQGDPHQWDO HOHPHQ
DGYDQWDJH -I PDWHULDOV DQG RU LQIRUPDWLRQ DUH WR 5RZ VPRRWKO\
DQG DGG YDOXH DV D UHVXOW H•HFWLYH UHVRXUFH SODQQLQJ DQG FRQW
VXFFHVV 7KLV PRGXOH LV GHVLJQH IRU SURFXUHPHQW DQG VXSSO\ OHD
DQG XQGHUVWDQGLQJ RI WKH FRQFHSW RI WKH VWUDWHJLF VXSSO\ QHWZ
DQG EH DEOH WR DVVHVW WKH LPSDFW RI RSHUDWLRQDO VWUDWHJ\ DQG U

Credit value



Learning outcomes, assessment criteria and indicative content

1.0 8QG HUVW VUDW Q R J L F W L F D O F D W L R Q 2.0 8QG HUVW VUDW Q R J L F W L F D O F D W L R Q

1.1 (YDOXW D Q R J L F W L F D O F D W L R Q F K D L Q R Y H U Q D Q F H
SUHVHQWV *HRJUDSKLFDO VSUHDG DQG VXSSO\ FKDLQ QH
&RQVHTXH QFHV IRU LQYHQWRU\ KDQGOLQJ SODQJ W D Q V S R U W
VXFK DV &RRUGLQDWLRQ EHWZHHQ XQLWV DQG HOHPHQW
&HQWUDOLVHG YV UHJLRQDOLVHG LQYHQWRU\ KROGLQJ WZR UN
-QWHUQDWLRQDO ORJLVWLFV SUDFWLFH (FRREG SODQJ W D Q V S R U W Y L U W X D O F H Q W U D O L V D W L R Q
KDQGOLQJ SUDFWLFHV 'HFHQWUDOLVHG FHQWUDOLVDWLRQ FHQWUDOLV
([WHQGHG WUDQVSRUWDWLRQ SLSHOLQH DQG WLPH WR
PDUNHW REVROHV FH DQG LQYHQWRU\ KROGLQJ FRVWV
*OREDO FRQVROLGDWLRQ
(FRQRPLHV RI VFDOH DQG EDWFKLQJ
3ULFH DQG FXUUHQF\ 5XFWDWLRQ
0XOWLSOH IUHLJKW PRGHV DQG FRVW
/RFDWLRQ DQDO\VLV
7UDGH R V EHWZHHQ UHVSQRVLYHQHV WR ORFDO
PDUNHWV DQG HFRQRPLHV RI VFDOH
VXUN

1.2 \$VVHWV WUXFRUDWLRQ D O R J L F W L F D O F D W L R Q
VXSSO\ D Q W Z R U N
/D\HULQJ DQG WLHULQJ
-QIRUPDWLRQ 5RZ DQG FRRUGLQDWLRQ
DQG 3/
-Q5XH QFH RI 2ULJLQDO (TXLSPHQW 0DQXIDFWXUHUV
2(0
7LPH KRULJRV SUHSDUDWLRQ 4QDOLVDWLRQ
VKLSPHQW DQG GHOLYHU\
-QGLYLGXDO SODQWV
&KDQJLQJ UROH RI GLVWULEXWLRQ FHQWUHV
)OH[LELQW\ WR UHVSQRG WR ORFDO PDUNHWV
5HVSQRVH WR JRYHUQPHQWDO LQFHQWLYHV DGMXVWLQJ
WD[HV LQFHQWLYHV DQG LQIUDVWUXFWXUH WR IDYRXU
VHOHFWLRQ
5HFRQ4JXUDWLRQ SURFHVVHV
&KDQJLQJ WKH JOREDO SLSHOLQH
/RFDQ YV JOREDO SRVWSRQH G PDQXIDFWXULQJ

1.3 \$VVHWV WUDW Q R J L F W L F D O F D W L R Q
WKD V R F L D W S R Q V H V
6XSSO\ FKDLQ YRODWLQW\
*HRSROLWLFDO WKUHDWV
7UDQVSRUWDWLRQ DQG RU SLSHOLQH EUHDNGRZQV
6HFULW\ WKUHDWV
5HVSQRVHV VXFK DV
-QYHQWRU\ SROLFLHV DQG OHYHOV
7UDQVSRUW QHWZRUN UHGHVLQJ
6ROH YV JOREDO WUDGLQJ DUUDQJPHQWV
&RQLQJHQF\ SODQQLQJ DQG ULVN SURWRFROV

3.0 8QGHUVW~~FRQ~~FR~~SW~~YHORHLVDQ~~FW~~
LPSDR~~Q~~OR~~ED~~RLWML~~FD~~WHJ\

3.1 \$VVH~~W~~FR~~Q~~F~~DS~~HTXLUH~~R~~HL~~Q~~W~~V~~HUVH
ORJLVWLFV
:KDW LV UHYHUVH ORJLVWLFV
:DVWH UHGFWLRQ
3RLQW RI FRQVXPSWLRQ EDFN WR SRLQW RI RULJLQ
:K\ LV WKH FRQFHSW EHRPLQJ PRUH LQ5XHQLDO
3URGXFW UHWXUQV
5HSDLUV DQG PDLQWHQDQFH
5HXVH
(QG RI OLIH UHWXUQV DQG UHF\FOLQJ RU GLVPDQWOLQJ

3.2 \$VVH~~W~~WUD~~W~~F~~W~~R~~K~~VL~~Q~~5XH~~Q~~W~~H~~UVH
ORJLVWLFV
*RYHUQPHQW SROLF\ DQG OHJLVODWLRQ
(FRQRPLF FRQVLGHUDWLRQV
-QFUHDVLQJ ODQG400 FRVWV
-QFUHDVLQJ FRVW RI GLVSRVDO YV SUR4W IURP
UHFYHUDEOH PDQXIDFWXULQJ
(QYLURQPHQWDO FRQVLGHUDWLRQV
7ULSOH ERWWRP OLQH DQG VXVWDLQDELOLW\
&RUSRUDWH 6RFLDO 5HVSQRVLELOLW\
*UHHQ ORJLVWLFV
%X\LQJ VHWV RI VHUylfHV

