

Discipline: Business

Degree Credit [X]
Non Credit []
Nondegree Credit []
Comm Service []

Riverside Community College District Integrated Course Outline of Record

Business 83

BUS-83: Contracts

College: R___ M___ N_X
Lecture Hours: 27
Lab Hours: 0
Units: 1.50

COURSE DESCRIPTION

Prerequisite: None.

A study of the legal and regulatory requirements applicable to contracts for product transportation and logistics functions and considerations for drafting and negotiating contracts with freight carriers, warehouses and other logistics service providers. 27 hours lecture. (Letter Grade, or Pass/No Pass option.)

SHORT DESCRIPTION FOR CLASS SCHEDULE

An analysis of considerations involved in the drafting and negotiation of freight and logistics contracts.

ENTRY SKILLS

None.

STUDENT LEARNING OUTCOMES

Upon successful completion of the course, students should be able to:

Analyze contracting needs in the supply chain.

- Breadth of Knowledge - Understand the basic content and modes of inquiry of the major knowledge fields
- Critical Thinking - Analyze and solve complex problems across a range of academic and everyday contexts

Explain the legal and regulatory requirements of logistics contracting.

- Communication Skills - Speak with precision and clarity to express complex thought
- Breadth of Knowledge - Understand the basic content and modes of inquiry of the major knowledge fields
- Communication Skills - Write with precision and clarity to express complex thought
- Application of Knowledge - Maintain and transfer academic and technical skills to workplace

Analyze types of freight and logistics contracts and their provisions.

- Critical Thinking - Construct sound arguments and evaluate arguments of others
- Critical Thinking - Recognize and assess evidence from a variety of sources
- Information Skills - Locate, evaluate and use information effectively
- Critical Thinking - Integrate knowledge across a range of contexts

Evaluate freight and logistics contract provisions.

- Critical Thinking - Consider and evaluate rival hypotheses
- Application of Knowledge - Maintain and transfer academic and technical skills to workplace
- Communication Skills - Read college-level materials with understanding and insight
- Communication Skills - Listen thoughtfully and respectfully to the ideas of others

Identify 3rd party logistics provider and client needs in negotiations, bidding and contracts, as well as legal and regulatory constraints to integrated logistics.

- Global Awareness - Demonstrate understanding of alternative political, historical and cultural viewpoints
- Breadth of Knowledge - Understand the basic content and modes of inquiry of the major knowledge fields
- Global Awareness - Demonstrate teamwork skills
- Critical Thinking - Identify one's own and others' assumptions, biases, and their consequences

COURSE CONTENT

1. Review of deregulatory legislation (Motor Carrier Act of 1980 and ICC Termination Act)
2. Types of Logistics Services
3. Legal and Contracting Considerations for
 - a. consulting services
 - b. management services

- c. motor carriers
 - d. freight forwarders
 - e. broker services
 - f. broker and co-broker operations
 - g. warehouse and distribution
 - h. freight bill audit and payment
 - i. freight claim management
4. General Contract provisions and clauses
 - a. general terms
 - b. front end terms: parties, recitals, scope, term length, termination
 - c. back end terms: independent contractors, insurance, indemnity, performance measures, audit, reports, authorized persons, EDI, assignability, subcontracting, risk of loss, taxes, conflict of interest, work product, warranty, notices, ADR, force majeure, severability, governing law, entire agreement, survival of rights and obligations.
 5. Specific provisions for consulting
 6. Specific provisions for motor carrier and freight forwarder contacts
 - a. term and termination
 - b. company obligations
 - c. contractor obligations
 - d. compensation and payment
 - e. liability for loss, damage or delay to shipments
 - f. contract carriage
 - g. insurance
 7. Negotiations

METHODS OF INSTRUCTION

Methods of instruction used to achieve student learning outcomes may include, but are not limited to:

- Present case studies to provide students with the opportunity to utilize concepts learned in class to analyze real logistics contract situations.
- Develop and assign tasks/activities such as presentations in order to assess students understanding of logistics contract concepts.
- Facilitate discussions regarding relevant current issues in business to encourage students to make appropriate connections to the course content.
- Present lectures to describe the essentials of logistics contract concepts and their applications to business.
- Develop and assign exercises to reinforce concepts and encourage students to apply them to current logistics contract trends and events.
- Create and have students participate in cooperative learning tasks such as small group exercises to identify issues that relate to course content and utilize the content to offer opinions, solutions and analysis with respect to those issues.

METHODS OF EVALUATION

Students will be evaluated for progress in and/or mastery of learning outcomes by methods of

evaluation which may include, but are not limited to:

- Written reports designed to assess the application of logistics contract principles.
- Individual web projects designed to assess student proficiency in achieving the student learning outcomes.
- Individual or class projects designed to evaluate the application of logistics contract principles to simulations of real business situations.
- Examination designed to provide objective evidence that students have attained the level of understanding expected in the areas detailed in the Student Learning Outcomes.
- Individual, small group, or paired activities designed to allow students to demonstrate understanding of basic logistics contract concepts.
- Quizzes and in-class participation demonstrating proficiency in the subject matter.
- Quizzes designed to assess the student learning outcomes.

SAMPLE ASSIGNMENTS

Outside-of-Class Reading Assignments

- Students are expected to read all assigned chapters from the textbook and other course material in advance of the class covering that material.
- Other outside reading requirements may be assigned as appropriate and may include specific journal articles relating to the analysis of contracting needs in the supply chain.

Outside-of-Class Writing Assignments

- Quizzes/examinations designed to assess student ability to explain the legal and regulatory requirements of logistics contracting.
- Written reports designed to stimulate evaluation of freight and logistics contract provisions.
- Essays presenting detailed material related to the analysis of types of freight and logistics contracts and their provisions.
- Final projects designed to demonstrate student ability to analyze contracting needs in the supply chain.

Other Outside-of-Class Assignments

- Individual, small group, or paired activities designed to allow students to demonstrate understanding of basic logistics contract concepts.
- Individual web projects designed to assess student proficiency in achieving course learning outcomes.
- Individual or small group projects designed to evaluate the application of logistics contract principles to simulated real world situations.

COURSE MATERIALS

All materials used in this course will be periodically reviewed to ensure that they are appropriate for college level instruction. Possible texts include:

Pezold, George Carl. Contracting for Transportation & Logistics Services.
The Transportation Consumer Protection Council, Inc., 2001.

06/21/2011

3940