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		Issue No.	01
		Effective Date	04/02/2020

SECTION A: QUALIFICATION DETAILS													
<b>QUALIFICATION DEVELOPER (S)</b>		GIPS											
<b>TITLE</b>	Bachelor of Commerce in Logistics and Supply Chain Management										<b>NCQF LEVEL</b>		
<b>FIELD</b>	Business, Commerce and Management Studies			<b>SUB-FIELD</b>		Management Studies				<b>CREDIT VALUE</b>	480		
New Qualification						<input checked="" type="checkbox"/>		Review of Existing Qualification					
<b>SUB-FRAMEWORK</b>		General Education			<input type="checkbox"/>		TVET		<input type="checkbox"/>		Higher Education		<input checked="" type="checkbox"/>
<b>QUALIFICATION TYPE</b>	Certificate	I	II	III	IV	V	Diploma	Bachelor	<input checked="" type="checkbox"/>				
	Bachelor Honours			Post Graduate Certificate				Post Graduate Diploma					
	Masters					Doctorate/ PhD							
<b>RATIONALE AND PURPOSE OF THE QUALIFICATION</b>													
<p><b>RATIONALE:</b></p> <p>The Bachelor of Commerce in Logistics and Supply Chain Management is a qualification designed to equip the candidates with a broad range of business skills necessary to address today's challenges in the competitive commercial environment and transform them into effective logistics professionals. It helps students to comprehend, investigate and resolve logistics problems.</p> <p>The Bachelor of Commerce in Logistics and Supply Chain Management focuses on all the aspects of business administration and provides candidates with competencies in logistics, supply management, consumer behaviour, information systems, finance and international business. Learners will be able to approximate the</p>													

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need for products or services, distinguish potential markets for products or services, monitor trends, develop effective logistics and supply chain strategies.

In compliance with the mandate of the Human Resources Development Council (HRDC), the qualification embraces all elements of skills development and planning for citizen empowerment and skills development. There is great contribution to the commerce and Industry as graduates who complete the qualification are eligible for employment at junior, senior and corporate management. The qualification is closing gaps of Entrepreneurs and Business Developers in the Nation which is in accordance with the National Development Plan (NDP 11) of the nation.

### **PURPOSE:**


The purpose of this qualification is to produce graduates with specialised knowledge, skills and competences to:

- Demonstrate an understanding of complex management strategies and their application in Logistics and Supply Chain.
- Demonstrate an understanding of issues associated with International Logistics and Supply Chain Management.
- Demonstrate an understanding of cost management accounting and financial management principles within the Logistics and Supply Chain Management environment.
- Demonstrate an understanding of knowledge of entrepreneurship, legal and ethical environment impacting business organisations.

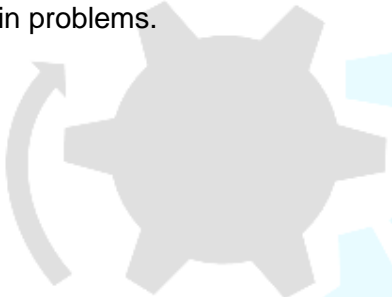
### **ENTRY REQUIREMENTS (including access and inclusion)**

- Certificate IV, NCQF level 4 (General Education or TVET)
- Provision for entry through recognition of prior learning will be done in accordance with institutional policies guidelines.

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<b>SECTION B QUALIFICATION SPECIFICATION</b>	
<b>GRADUATE PROFILE (LEARNING OUTCOMES)</b>	<b>ASSESSMENT CRITERIA</b>
<p>1.1.0 Demonstrate an understanding of the Logistics and Supply Chain functions.</p> 	<p>1.1.1 Evaluate the interactions which take place in a Supply Chain.</p> <p>1.1.2 Demonstrate an understanding of the competitive value of logistics.</p> <p>1.1.3 Find the cost and service trade-offs involved in packaging.</p> <p>1.1.4 Demonstrate an understanding of the nature and scope of Operations Management functions.</p> <p>1.1.5 Perform the strategic role of purchasing in the value of chain and global procurement.</p>
<p>2.1.0 Demonstrate an understanding of complex strategies and their application in Logistics and Supply Chain Management.</p>	<p>2.1.1 Use the appropriate format for decision making.</p> <p>2.1.2 Apply logistics and supply chain theories, strategies and plans and identify appropriate supply chain strategies.</p> <p>2.1.3 Make high level decisions within the logistics and supply chain.</p> <p>2.1.4 Design and develop logistics and supply chain strategies.</p> <p>2.1.5 Develop appropriate push/pull strategies to meet supply chain requirements.</p> <p>2.1.6 Apply principles of smart pricing on logistics and supply chain decision making.</p> <p>2.1.7 Show an understanding of the reverse logistics strategies.</p> <p>2.1.8 Assess the requirements for making decisions related to each part of the operations function.</p>

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	<p>2.1.9 Make effective managerial decisions.</p> <p>2.1.10 Apply appropriate techniques to manage contracts with suppliers.</p> <p>2.1.11 Exhibit high degrees of accountability, ethics and responsibility in Supply Chain practice.</p>
<p>3.1.0 Demonstrate use of a wide range of specialised skills to solve complex logistics and supply chain problems.</p>	<p>3.1.1 Assess problems and formulate appropriate response strategies.</p> <p>3.1.2 Apply knowledge of triple bottom line issues in Supply Chain Management.</p> <p>3.1.3 Develop responses to deal with demand variability in a logistics and Supply Chain.</p> <p>3.1.4 Apply principles of sustainability and ethics to practice.</p> <p>3.1.5 Evaluate suppliers and supplier performance.</p> <p>3.1.6 Analyze the purchasing environment and develop appropriate response strategies</p>
<p>4.1.0 Demonstrate an understanding of the International Logistics and Supply Chain Management, issues associated with International Logistics, and players in international logistics</p>	<p>4.1.1 Show an understanding of financial flows in international logistics.</p> <p>4.1.2 Apply skills to manage supply chain even under the threat of International Terrorism.</p> <p>4.1.3 Apply global logistical strategies and standards.</p> <p>4.1.4 Demonstrate an understanding of the scope and challenges of international marketing.</p> <p>4.1.5 Demonstrate an understanding of the International Business Environment and the impact of international marketing management.</p>

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<p>6.1.0 Demonstrate an understanding of the legal and ethical environment impacting business organizations.</p>	<p>6.1.1 Apply knowledge of the context, concepts, theories and process of entrepreneurship.</p> <p>6.1.2 Identify and assess entrepreneurial opportunities.</p> <p>6.1.3 Determine the viability or feasibility of new business concepts.</p> <p>6.1.4 Apply skills to turn a new business concept into a sustainable business venture.</p>
<p>7.1.0 Demonstrate an understanding of cost management accounting and financial management principles within the logistics and supply chain environment.</p>	<p>7.1.1 Identify sources of short-term financing and calculate costs attached to bank loans.</p> <p>7.1.2 Show an understanding of the difference between profit and cash in the Logistics and Supply Chain Management.</p> <p>7.1.4 Demonstrate an understanding of the components of a credit policy.</p> <p>7.1.5 Calculate and evaluate payment patterns, cash conversion cycle and bad debt.</p> <p>7.1.6 Evaluate different valuation methods and their impact on financial performance.</p> <p>7.1.7 Calculate the cost of inventory and interpret inventory turnover ratios.</p> <p>7.1.8 Analyze financial statements within the Logistics and Supply Chain environment.</p>

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<p>8.1.0 Demonstrate an understanding of International Standard and Legal Environment of Business.</p>	<p>8.1.1 Apply basic commercial law principles and standards (e.g. ISO 22301, ISO 27001 and ISO 9001) that govern the sale of goods, creation and enforcement of security interests in personal property or real estate transactions.</p> <p>8.1.2 Develop and source for legal forms used in creating and managing business associations.</p> <p>8.1.3 Negotiate and/or draft simple contracts for the legal environment of business.</p>
<p>9.1.0 Demonstrate an understanding of Human Resources Management principles.</p>	<p>9.1.1 Apply the concepts and functions of human resource management.</p> <p>9.1.2 Apply principles of the strategic management process.</p>
<p>10.1.0. Demonstrate an understanding of the origins of Customer Relations Management and its importance to the organisations.</p>	<p>10.1.1 Identify the benefits of Customer Relations Management to companies and consumers.</p> <p>10.1.2 Apply different Customer Relations Management strategies in different industries.</p> <p>10.1.3 Apply Customer Relations Management best practices in the Supply Chain Management.</p> <p>10.1.4 Apply strategies to bond and build loyalty with customers.</p>
<p>11.1.0 Demonstrate an understanding of E-Supply Chain concepts, benefits and challenges as well as activities that are undertaken using technology.</p>	<p>11.1.1 Apply E-Supply Chain Management strategies in the Logistics and Supply Chain Management.</p> <p>11.1.2 Perform e-supply chain activities and demonstrate knowledge of e-supply chain benefits.</p>

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	<p>11.1.3 Show an understanding of e-supply chain problems and possible solutions.</p> <p>11.1.4 Apply Global Marketing Management strategies.</p>
<p>12.1.0 Demonstrate an understanding of the origins of modern corporations, the most relevant corporate theories (e.g. concession theory, aggregate theory, realist theory) and analyse the influence that these theories have exerted on corporate governance.</p>	<p>12.1.1 Exhibit knowledge of the classical and contemporary ideas about corporate governance.</p> <p>12.1.2 Show knowledge of how different corporate governance theories influenced the development of corporate governance solutions.</p> <p>12.1.3 Demonstrate an understanding of the adverse effects that unethical governance choices could exert on the corporate world and on broader society.</p> <p>12.1.4 Exhibit knowledge of corporate governance solutions in light of their social and historical context.</p> <p>12.1.5 Adopt adequate and ethical corporate governance approaches to avoid adverse consequences.</p> <p>12.1.6 Apply research skills in the area of corporate governance and ethics.</p>
<p>13.1.0 Demonstrate a comprehensive understanding of gender in Logistics and Supply practice and theory.</p>	<p>13.1.1 Apply knowledge of Gender Issues in Logistics &amp; Supply Chain.</p> <p>13.1.2 Apply knowledge of gender issues to close The Gender Gap in Self Employment Earnings.</p>
<p>14.1.0 Demonstrate an understanding of the basic concepts in Total Quality Management</p>	<p>14.1.1 Apply the basic concepts in Total Quality Management (TQM)</p>

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(TQM), differentiate between product quality and service quality characteristics.	<p>14.1.2 Show an understanding of the difference between quality of design and quality of conformance to design.</p> <p>14.1.3 Carry out the process of planning for quality.</p> <p>14.1.4 Implement the system of documentation, implementation and assessment of quality.</p> <p>14.1.4 Use specific tools and techniques for quality improvement.</p> <p>14.1.5 Show knowledge of the role of external and internal customers in setting quality parameters.</p>
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SECTION C	QUALIFICATION STRUCTURE				
COMPONENT	TITLE	Credits Per Relevant NCQF Level			Total (Per Subject/ Course/ Module/ Units)
		Level [ 5 ]	Level [ 6 ]	Level [ 7 ]	
<b>FUNDAMENTAL COMPONENT</b>  <i>Subjects/ Courses/ Modules/Units</i>	Introduction to Business Communication	15			15
	Introduction to Quantitative Methods	10			10
	Introduction to Information Technology	15			15



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	Introduction to Accounting	10			10
	Introduction to Management	10			10
	Introduction to Business Law	10			10
	Business Economics	10			10
	Quantitative Methods		10		10
	Business Finance		10		10
	Human Resources Management		10		10
	Customer Relationship Management		10		10
	Linear Programming Approach			10	10
	Project Management			10	10
	Research Methods			10	10
	Corporate Strategy			10	10
	Introduction to Logistics and Supply Chain			10	10
<b>CORE COMPONENT</b>	International Logistics and Supply Management			15	15

 <b>BOTSWANA</b> Qualifications Authority	<b>BQA NCQF QUALIFICATION TEMPLATE</b>	Document No.	DNCQF.QIDD.GD02
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<b>Subjects/Courses/ Modules/Units</b>	Logistics and Supply Contracts	10			10
	Supply Chain Diligence		10		10
	Warehousing in the Global Supply Chain		10		10
	Managing Risk in Supply Chain		10		10
	Simulation Models		10		10
	Supply Chain Management			20	20
	Freight Transport Industry			10	10
	Logistics and Supply Operations			15	15
	E-Supply Chain Management			10	10
	Green Logistics			10	10
	Business Needs in Procurement and Supply		10		10
	Logistics and Supply Research Project			50	50
	Gender Issues in Logistics and Entrepreneurship			10	10
	Industrial Attachment			50	50
	Entrepreneurship Management			10	10

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<b>ELECTIVE/ OPTIONAL COMPONENT</b>  <i>Subjects/Courses/ Modules/Units</i>	Marketing Management			10	10
	Business Environment			10	10
	Outsourcing Trends and Best Practice			10	10
	Corporate Governance and Ethics			10	10
	Gender Issues in Logistics and Entrepreneurship			10	10
	Total Quality Management			10	10
	International Marketing Management			10	10
		90	90	300	480

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<b>SUMMARY OF CREDIT DISTRIBUTION FOR EACH COMPONENT PER NCQF LEVEL</b>	
<b>TOTAL CREDITS PER NCQF LEVEL</b>	
<b>NCQF Level</b>	<b>Credit Value</b>
5	90
6	90
7	300
<b>TOTAL CREDITS</b>	<b>480</b>
<b>Rules of Combination:</b> <b>(Please Indicate combinations for the different constituent components of the qualification)</b>	
<p>The qualification consists of ( 480 Credits):</p> <ul style="list-style-type: none"> <li>• Compulsory modules at NCQF Levels 5, 6 and 7: 270 Credits.</li> <li>• Fundamental modules at NCQF Levels 5, 6 and 7: 170 Credits</li> <li>• 4 Elective Modules at NCQF Level 7: 40 Credits.</li> </ul> <p>Total credits 480 Credits</p>	

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### **ASSESSMENT ARRANGEMENTS**

There is provision for internal and external assessment moderation to be undertaken by moderators registered and accredited by BQA. All processes and procedures will be in line with NCQF requirements. This will be conducted with reference to the institution's moderation policy and procedures. Therefore, the assessment will consist of :-

- Formative Assessment 60%
- Summative Assessment 40%

### **MODERATION ARRANGEMENTS**

Moderation will be done according to procedures in line with NCQF requirements by moderators accredited by BQA.

### **RECOGNITION OF PRIOR LEARNING**

The institution has a process whereby formal recognition can be given for prior learning. Thus, provision for awarding the qualification through RPL and CAT modes is in accordance with institutional policies and guidelines.

### **CREDIT ACCUMULATION AND TRANSFER**

Credit accumulation and transfer will be done in accordance with the institutional policies and guidelines.

### **PROGRESSION PATHWAYS (LEARNING AND EMPLOYMENT)**

Horizontal Articulation( related qualifications of similar level that graduates may consider)

- Postgraduate Diploma in Transport Economics, Logistics and Supply Chain Management.
- Bachelor of Commerce Logistics.
- Bachelor of Commerce in Transport Economics.
- Bachelor of Philosophy in Maritime: Transportation and Logistics.

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### Vertical Articulation ( Qualifications to which the holder may progress to)

- Master of Commerce in Supply Chain Management.
- Master of Philosophy in Transport and Logistics.
- Master of Business Administration in Maritime Transport Economics and Management.
- Master of Philosophy in Transport Economics

### Career opportunities

The jobs within the Logistics and Supply Chain operations could be any of the following.

- Logistics Manager
- Consultant in Shipping or Transport
- Customer Service Manager
- Inventory/Warehouse Manager
- Salesperson in Shipping/Logistics
- Production Manager
- Materials Manager
- Logistics Systems and IT manager
- Transport Manager

### QUALIFICATION AWARD AND CERTIFICATION

#### Qualification Award

Learners must accumulate a minimum of 480 credits in the qualification to graduate. However, learners who are exempted may take the shorter period of study depending on the level of entry point

#### Certification

A certificate and an official transcript will be issued on completion of the qualification.

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## REGIONAL AND INTERNATIONAL COMPARABILITY

Numerous institutions (professional and educational) across the globe offer qualifications in Logistics Management, Supply Chain Management, or both combined, at various levels. While the standard and approach to education in these fields vary from country to country, there is very little difference in the focus and approach of qualifications geared towards the development of mid to senior level managers and administrators operating within the larger logistics and supply chain industry. The proposed Bachelor Commerce in Logistics and Supply Chain Management was developed directly in line with the knowledge, skills and competency components of international qualifications to ensure that its graduates will enjoy recognition outside of Botswana's borders and be able to operate proficiently within this increasingly globalised industry.

**The Bachelor of Commerce in Logistics and Supply Chain Management is benchmarked favourably with international qualifications offered by international institutions such as the :-**

1.1 University of Pretoria (South Africa) Bachelor of Commerce in Supply Chain Management (07130067) worth 399 credits offered over a period of 3 years.

1.2 RMIT University (Australia) Bachelor of Commerce in Logistics & Supply Chain Management worth 410 credits offered over a period of 3 years.

## COMPARISON

### Differences

The main difference between the proposed qualification with the similar qualification benchmarked with is firstly the duration of the qualification. The proposed qualification duration is 4 years, whereas the others benchmarked with offer the same qualification in 3 years. Secondly the proposed Bachelor of Commerce in Logistics and Supply accumulate credits up to 480 whilst the similar qualification is offered by University of Pretoria (South Africa) at 399 credits and RMIT University (Australia) at 410 credits.

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### Similarities

The main similarities in all the qualifications is that they offer an in-depth knowledge both theoretical and practical in the areas of Logistics and Supply, equipping learners with skills and competencies that will allow them to function effectively in the market.

### REVIEW PERIOD

This Qualification will be reviewed after every 5 years.