

## International Timber Trade

Minor code	VBN4ITVE2			
Education cycle	1st cycle (bachelor)			
Mode of delivery	On-campus			
Study programme	International Forest and Nature Management			
Part of study year	Year 3			
Location	Velp			
Semester	Fall semester; terms 1 and 2			
Number of credits (ECTS)	30			
Language of instruction	English			
Target group	All students who are interested in deepening the knowledge in timber combined with the trade of wood products			
Minor co-ordinator and contact person	Mart Vlam, <a href="mailto:mart.vlam@hvhl.nl">mart.vlam@hvhl.nl</a>			
Entry requirements and prerequisites	At least 120 credits obtained in previous bachelor programs			
Application procedure	Intake meeting and Acceptance of earlier obtained competences Consult <a href="#">Exchange possibilities</a>			
Major study units	<b>Term of teaching</b>	<b>Study unit code</b>	<b>Name of the study unit</b>	<b>ECTS</b>
	P2WK6, PER1	TOETS-01	Wood properties	3
	P2WK6, PER1	TOETS-02	Wood anatomy	2
	P2WK6, PER1	TOETS-03	Quality, strength and grading	3
	P2WK6, PER1	TOETS-04	Business manager	3
	P3WK6, PER2	TOETS-05	Calculator	3
	P3WK6, PER2	TOETS-06	Wood modification	3
	P3WK6, PER2	TOETS-07	Specialization project	6
	P3WK6, PER2	TOETS-08	Business communication	2
	P2WK6, PER1	TOETS-09	Sustainable Supply Chain	3
	PER2	TOETS-10	ITT assignment	2
Content	<p>After completing the course the students have a broad understanding of timber and timber trade in (tropical) hardwoods and softwoods and wood based materials and a good overview of the international timber industry.</p> <p>The students are put in a role of a consultancy company that has to work on a professional business development plan for a timber company. In the first term the students gather information to design a project proposal.</p> <p>The subjects during this term are meant to provide input for the business development plan assignment, but also to expand knowledge of timber and timber trade in general.</p> <p>During the first and second term students start working on their business development plan and are provided with project guidance. In the second term lectures in business communication, wood modification and calculation are provided. Specific attention is paid to legality and sustainability issues in timber trade.</p>			
Competences	<ul style="list-style-type: none"> <li>• Project and process management, level 3, professional bachelor level</li> <li>• Communication, level 3, professional bachelor level</li> </ul>			

	<ul style="list-style-type: none"> <li>• Applied research, level 3, professional bachelor level</li> <li>• Entrepreneurship level 3, professional bachelor level</li> </ul>
<b>Learning goals</b>	<p><b>Project and process management; student is able to:</b></p> <ul style="list-style-type: none"> <li>• implement the essential elements of projectmanagement into the project assignment</li> <li>• Ask feedback on his performance and undertakes actions for improvement</li> </ul> <p><b>Conducting research; student is able to:</b></p> <ul style="list-style-type: none"> <li>• Collect reliable information from various sources and to weigh and assess this information</li> <li>• Determine the most prominent applications of timber and the specific market with concern to this application</li> <li>• Recognize and motivate the importance of the different wood features in relation to its end uses</li> <li>• Determine the mechanical and chemical properties of wood</li> <li>• Determine the strength and quality classes of timber</li> <li>• Describe the main methods of strength grading timber and regulations</li> <li>• Apply timber regulations concerning legality, sustainability and general certificates which are common in the timber business and how they influence trade</li> </ul> <p><b>Entrepreneurship; student is able to:</b></p> <ul style="list-style-type: none"> <li>• Understand the essential business concepts which are relevant in implementing business ideas</li> <li>• Assess the companies' market position relative to the supplier in order to make correct purchasing decisions</li> <li>• Select the correct market strategy in developing (new) business ideas</li> <li>• Perform integral calculations which cover all important variables that are common in the timber business</li> <li>• Understand the impact of a good supply chain management on the competitive advantage of a firm</li> <li>• Formulate an advice for business development</li> <li>• Have a basic understanding of organizational structures and the requirements for a good structure</li> <li>• Have a basic understanding of the management process (plan-organise-direct-monitor) and how this process can be influenced</li> <li>• Promote the sustainability advantages of timber as a competitive advantage to other building materials</li> <li>• Design an integral plan for a company, which covers the main aspects that are involved in implementing business ideas</li> </ul> <p><b>Communication; student is able to:</b></p> <ul style="list-style-type: none"> <li>• Conduct a (commercial) business meeting</li> <li>• Sell a product and a service, also via telephone</li> <li>• Handle complaints, negotiate</li> <li>• Student is able to interact with different customer types</li> <li>• Have understanding of business cultures in Europe, Latin America, Asia and Africa</li> <li>• Have understanding of acquisition of new customers</li> <li>• Lead a discussion/debate and defend an own opinion</li> </ul>
<b>Added value</b>	Students acquire a broad understanding of timber and timber trade in tropical and temperate hardwoods, softwoods and wood based materials. They will acquire an overview of the Dutch

	timber industry. They will enlarge their skills about project management, applied research, entrepreneurship and communication in different situations.
<b>Mandatory literature</b>	Science and Technology of Wood, George Tsoumis
<b>Teaching methods and student workload</b>	<p>This course consist of 30 ECTS with a total study load of 840 hours:</p> <ul style="list-style-type: none"> <li>• 280 hours of lectures</li> <li>• 60 hours excursions</li> <li>• 280 hours group assignments</li> <li>• 80 hours assignments</li> <li>• 100 hours self-study</li> <li>• 40 hours assessments</li> </ul>
<b>Assessment</b>	(Computer) exams, oral exams and project reports
<b>Evaluation scale</b>	<p>Grades between: 1-10; 0,1 interval; 5,5 pass</p> <p>View <a href="#">ECTS credits and grading</a></p>