

Suppliers Quotation Project

Course number:	6054
Hours per week:	4
ECTS:	5
Scheduled:	Summer term
Format:	Seminar
Examination:	Seminar papers and presentations
Lecturer:	Prof. Dr. Jochen Krieger
Objectives:	Developing a realistic B2B Quotation
Contents:	In this course, participants work as a project team of 6-8 students to create a realistic B2B offer for a supplier product. The offer is based on a real RFQ (Request for Quotation) from the industry. The offer includes, among other things, pricing, offer documents, operations concept, marketing concept, quality management concept, development concept, project plans etc. Over the course of the semester, each proposal team creates an interdisciplinary proposal, including presentation and proposal documents, which is comparable to a real proposal in industry.
Pre-requisites	None
Recommended Reading:	Depending on the topic