

МІНІСТЕРСТВО ОСВІТИ І НАУКИ УКРАЇНИ
Національний авіаційний університет

PROFESSIONAL ENGLISH
INTRODUCTION TO LOGISTICS

Практикум
для здобувачів вищої освіти
спеціальності 073 «Медежмент»

VIVERE!
VINCERE!
CREARE!

Київ 2020

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Р 93

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Практикум містить навчальні тексти, вокабуляр базової термінології з перекладом українською мовою, комплекс післятекстових лексико-граматичних вправ, комунікативні завдання.

Для здобувачів вищої освіти спеціальності 073 «Менеджмент».

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ПЕРЕДМОВА

The manual guide “Introduction to Logistics” is co-authored to place first-year students of logistics in specialized terminology and authentic texts under the approved syllabus in order to master their English speaking skills in speciality.

The manual guide comprises six units: “Logistics Concepts and Definitions”, “Functional Areas of Logistics”, “Logistics Tools”, “Logistics Infrastructure”, “Logistics Services”, and “Logistics Management”.

The unit “Logistics Concepts and Definitions” explains the origin of the word “logistics”, the process of its transition from military to business areas, its objectives and functions. The “Functional Areas of Logistics” unit familiarizes students with two functional areas of logistics: managerial and technological, and distinguishes their key features. Unit 3 points to the importance of logistics tools as the means to find the effective solution to the assigned tasks. Logistics Infrastructure identifies basic facilities and services required for proper functioning of a community or society. When students study the topic “Logistics Services”, they learn how to manage the flow of goods and services between the point of origin and the point of consumption through visualization, analysis, optimization and modeling and by application of various simulations and software. The unit also includes the text about logistics service providers and their contribution to shipping operations. The “Logistics Management” unit describes the essence and principles of logistics management system formation and implementation.

Structurally, each unit consists of at least two adapted original texts. A diversified system of exercises enables learners to enrich and memorize active vocabulary of the topic. After-sale questions and issues for discussion are aimed at developing communication skills.

The units are completely self-contained and can be used independently of each other. The texts are appropriate to all levels of students – from pre-intermediate to advanced.



Unit I

LOGISTICS CONCEPT AND DEFINITIONS

Exercise 1. *Memorize the basic vocabulary to text 1.*

ancient	стародавній
computation	розрахунок; підрахунок; обчислення
to originate	походити
combat environment	бойова обстановка
academia	наукове середовище
to calculate	підраховувати, розраховувати
inventory	матеріально-технічні запаси
supply chain	ланцюг постачання
destination	місце призначення
interchangeable	взаємозамінний
maintenance (of goods)	супровід (товарів), технічне обслуговування
to apply to	стосуватися; поширюватися; застосовуватися
shipment	відвантаження, відправлення (вантажів)
raw material	сировина
packaging	пакування
consumer	споживач
customer	замовник
performance measurement	оцінка якості роботи
procurement	закупівля
manufacturing	виробництво
objective	завдання, мета
competitive advantage	конкурентна перевага, конкурентноспроможність
inbound transportation	ввезення товару
outbound transportation	вивезення товару
fleet management	керування парком транспортних засобів
warehousing	складування, зберігання на складі
warehouse provider	надавач складських послуг
material handling	вантажно-розвантажувальні роботи, обробка (для транспортування матеріалів)
demand	1. вимога; запит; потреба 2. попит

Exercise 2. *Read and translate text 1.*

Text 1

WHAT IS LOGISTICS

The word “logistics” is derived from ancient Greek and denoted the “science of computation.” The term was initially used in military. Actually, the term “logistics” originates from combat environments, but not from business or academia.

In ancient Greek the word “logistics” applied to the military officers who calculated the military needs for war expeditions. Therefore, logistics is the process of coordinating and moving resources, i.e. materials, people, equipment and inventory, from one location to the desired destination.

The first book on logistics “Summary of the Art of War” was written by Antoine-Henri Jomini, a French army general, in 1838 to describe Napoleon’s art of war.

Speaking about logistics we should differentiate the terms “logistics” and “supply chain management”. They are often used interchangeably, but different in their objectives and applications.

Logistics is a part of supply chain management that integrates the movement and maintenance of goods in and out of the organization. It applies to the purchase and delivery of raw materials, packaging, shipment, and transportation of goods to distributors, customers, consumers or users.

Supply chain management covers a vast network of outside organizations involved in product development, performance measurement, customer service, procurement, manufacturing, inventory.

The objective of logistics management is customer satisfaction, while that of the supply chain management is competitive advantage. In its performance, logistics management usually involves single organization, while the supply chain management has a vast network of multiple organizations.

The other functions of logistics management are inbound transportation, outbound transportation, fleet management, warehousing, materials handling, order fulfillment, inventory management, demand planning, etc.

Exercise 3. Match the words and word combinations in A with their equivalents in B.

A	B
1) maintenance	a) стародавній
2) combat environment	b) розрахунок; підрахунок; обчислення
3) raw materials	c) надавач складських послуг
4) manufacturing	d) походити
5) computation	e) бойова обстановка
6) ancient	f) супровід (товарів)
7) customer	g) підраховувати, розраховувати
8) procurement	h) матеріально-технічні запаси
9) consumer	i) завдання, мета
10) warehouse provider	j) взаємозамінний
11) fleet management	k) споживач
12) packaging	l) сировина
13) inbound transportation	m) пакування
14) to calculate	n) відвантаження
15) inventory	o) замовник
16) material handling	p) оцінка якості роботи
17) shipment	q) конкурентна перевага, конкурентноспроможність
18) to originate	r) виробництво
19) objective	s) ввезення товару
20) competitive advantage	t) вивезення товару
21) performance measurement	u) керування парком транспортних засобів
22) outbound transportation	v) закупівля
23) interchangeable	w) вантажно-розвантажувальні роботи

Exercise 4. Give Ukrainian equivalents.

raw materials; combat environment; destination; customer; maintenance; fleet management; ancient; interchangeable; packaging; academia; inventory; supply chain, inbound transportation; carrier; to originate; computation; consumer; warehouse provider; shipment; performance measurement; procurement; manufacturing; apply to;

competitive advantage; to calculate; material handling; demand; outbound transportation.

Exercise 5. *Give English equivalents.*

стародавній; розрахунок; керування парком транспортних засобів; бойова обстановка; розраховувати; походити; наукове середовище; стосуватися, поширюватися; місце призначення; ввезення товару; підраховувати; стислий; взаємозамінний; закупівля; виробництво; матеріально-технічні запаси; оцінка якості роботи; супровід (товарів); відвантаження; вивезення товару; замовник; пакування; сировина; споживач; вантажно-розвантажувальні роботи; попит; надавач складських послуг; складування, зберігання на складі.

Exercise 6. *Complete the sentences.*

1. The term “logistics” originates from combat environments, but not from ... 2. Logistics is the process of ... and ... resources from one location to the desired 3. The first book on logistics “Summary of the Art of War” was written in ... by ... 4. Logistics applies to the purchase and delivery of 5. Supply chain management covers a vast network of outside organizations involved in ... 6. In its performance logistics management usually involves ... 7. The other functions of logistics management are ...

Exercise 7. *Say whether the following statements are true or false. Correct the false ones.*

1. The word “logistics” is of Latin origin. 2. Logistics is derived from business environment. 3. The first book on logistics was written in the 20th century. 4. Logistics is the process of goods production and maintenance. 5. Supply chain management covers a vast network of outside organizations involved in product development, performance measurement, customer service, procurement, manufacturing, inventory. 6. The objective of logistics management is to ensure goods procurement and delivery. 7. The functions of logistics include inbound transportation, outbound transportation, fleet management, warehousing, materials handling, order fulfillment, inventory management, demand planning, etc.

Exercise 8. Fill in the gaps in the sentences with the appropriate words from the box:

calculated; competitive advantage; destination; customer satisfaction; logistics process; network; maintenance; ancient; resources; art of war; computation; concise; movement

1. In ... Greek the word "logistics" meant "the science of ...".
2. "Logistikos" were military officers who ... the military needs for war expeditions.
3. Logistics coordinates and moves ... from one location to the desired...
4. The first book on logistics described the Napoleon's ...
5. Logistics and supply chain management deal with different aspects of...
6. Logistics integrates goods supply ... and ... of the organization.
7. Supply chain management covers a vast ... of outside organizations.
8. The objective of logistics management is ...
9. The objective of supply chain management is ...

Exercise 9. Find in text 1 the words that can function both as nouns and verbs.

Exercise 10. Find in text 1 synonyms to the following words:
brief, come from, reckon, stockpiles, demand, arrange, transport, tools, point of consumption, loading, dealer, client, purchaser, acquisition, production, request.

Exercise 11. Match the definitions with proper terms.

- | | |
|--|------------------|
| 1) the action of sharing something out among a number of recipients | a) calculate |
| 2) a set of necessary tools, clothing etc. for a particular purpose | b) fleet |
| 3) a complete list of items such as property or goods in stock | c) equipment |
| 4) a number of vehicles or aircraft operating together or under the same ownership | d) distribution |
| 5) any material, such as oil, cotton, or sugar in its natural condition before it has been processed for use | e) warehouse |
| 6) the place where someone is going to or where something is being sent or taken | f) raw materials |
| 7) to determine by mathematical methods | g) inventory |

8) a large building for storing things before they are sold, used or sent out for consumption | h) destination

Exercise 12. *Make up the sentences of your own using the terms from exercise 10.*

Exercise 13. *Answer the questions on text 1.*

1. What is the origin of the word "logistics"? 2. What did the word "logistics" denote in ancient Greek? 3. Where was the term initially used and why? 4. When was the first book on logistics written? 5. Who was the author of the first book on logistics? 6. What is logistics function? 7. What is the difference between logistics and supply chain management?

Exercise 14. *Open the brackets and use the verb in the correct form of Present Simple (V_{ps}, is, am, are).*

1. Logistics (to be) a word of Greek origin. 2. Logistics (to originate) from combat environment. 3. Logistics (to coordinate) and (to move) resources, from one location to the desired destination. 4. Logistics (to be) a part of supply chain management. 5. Logistics (to integrate) the movement and maintenance of goods in and out of the organization. 6. It (to apply) to the purchase and delivery of raw materials, packaging, shipment, and transportation of goods to distributors, customers, consumers or users. 7. The objective of logistics management (to be) customer satisfaction, while that of the supply chain management (to be) competitive advantage. 8. In its performance logistics management usually (to involve) single organization, while the supply chain management (to have) a vast network of multiple organizations. 9. Logistics and supply chain management (to differ) in their objectives and applications.

Exercise 15. *Translate the sentences into English.*

1. У стародавній Греції слово «логістика» означало «наука про обчислення». 2. Логістика бере початок з часів ведення бойових дій. 3. Логістика — це процес координування та переміщення ресурсів (матеріалів, людей, обладнання, матеріально-технічних запасів) з одного місця до заданого пункту призначення. 4. Логістика є складовою більш сучасного поняття «керування

ланцюгом постачання» і займається питаннями закупівлі та постачання сировини, упакування, відвантаженням, перевезенням товарів до дистриб'юторів, замовників, споживачів або користувачів. 5. Керування ланцюгами постачання охоплює більшу мережу організацій, задіяних у розробці продукції, оцінці якості роботи, обслуговуванні замовників, закупівлі, виробництві тощо. 6. Серед інших функцій логістики є ввезення та вивезення товару, керування парком транспортних засобів, складування, вантажно-розвантажувальні роботи, виконання замовлень, керування матеріально-технічними запасами, планування попиту та ін.

Exercise 16. *Work in pairs to speak on logistics origin and application.*

Exercise 17. *Memorize the basic vocabulary to text 2.*

pipeline	1. система постачання, канал (постачання); 2. трубопровід
to secure	гарантувати безпеку, забезпечувати
to emerge	виявлятися; з'ясуватися
to facilitate	полегшувати; сприяти
utility	корисність, вигідність
forward flow	прямий потік
reverse flow	зворотний потік
point of origin	місце відправлення, місце походження
point of consumption	місце споживання
to meet requirements	задовольняти вимоги
to position	1. розміщувати, розташовувати; 2. визначати місцезнаходження
to execute	виконувати, реалізовувати
explicit definition	точне (чітке, однозначне) визначення
value chain	виробничо-збутовий ланцюг
transshipment	перевалка (вантажів), перевантаження
added value	додана вартість, сукупна вигода
cross-functional	міжфункціональний, багатофункціональний
cross-sectional	різнопрофільний

Exercise 18. *Read and translate text 2.*

Text 2

DEFINITION OF LOGISTICS HISTORICAL TRACK

Since the beginning of human civilization, there has always been movement of goods. Logistics is a unique continuously operated global pipeline, i.e. 24 hours a day, seven days a week and 52 weeks a year, to secure product and service planning, coordination, transportation and delivery to customers worldwide.

Logistics tasks and activities within this economic process were first systematically termed in the mid-twentieth century. Logistics as a business concept was emerged in 1950s to manage the flow of goods, information and resources between the point of origin and the point of consumption in the increasingly globalized supply chain. Complex logistical processes required qualified experts who are called logisticians.

The most common definitions of logistics are the following:

(a) Logistics is the management of all activities which facilitate supply and demand movement, coordinates and creates the utility of time and place;

(b) Logistics management plans, controls and implements efficient and effective forward and reverse flow, storage of goods, services and related information between the point of origin and the point of consumption in order to meet customer requirements;

(c) Logistics positions resources at the right time, in the right place, at the right cost, and at the right quality;

(d) In business terms, logistics means the physical movement of goods from the supplier point to the receiver point.

As you see, there are not any explicit definitions of logistics. It comes out from the particular logistical task, i.e. from the products, the quantity, the spatial relations, the customer requirements etc.

The standard definition given by the European Committee for Standardization describes logistics as the process of planning, executing and controlling the movement and placement of people and/or goods, and as the supporting activities to secure such movement and placement and achieve the established objectives.

Exercise 19. Match the words and word combinations in A with their equivalents in B.

A	B
1) facilitate	a) система постачання, канал (постачання)
2) reverse flow	b) вигідне місцезнаходження
3) forward flow	c) полегшувати, сприяти
4) explicit definition	b) корисність своєчасної пропозиції товару
5) value chain	e) місце відправлення, місце походження
6) pipeline	f) реалізація
7) meet requirements	g) зворотний потік
8) time utility	h) міжфункціональний, багатофункціональний
9) point of origin	j) задовольняти вимоги
10) material handling	i) однозначне визначення
11) place utility	j) додана вартість, сукупна вигода
12) transshipment	i) вантажно-розвантажувальні роботи
13) cross-sectional	m) прямий потік
14) cross-functional	n) різнопрофільний
15) added value	o) перевалка (вантажів), перевантаження
16) distribution	p) виробничо-збутовий ланцюг

Exercise 20. Give Ukrainian equivalents.

explicit definition; forward flow; to meet requirements; cross-sectional; pipeline; disposal; point of origin; transshipment; reverse flow; value chain; to facilitate; to incorporate; material handling; time utility; place utility; cross-functional; to execute; added value; to position.

Exercise 21. Give English equivalents.

полегшувати, сприяти; корисність часу; реалізація; перевалка (вантажів); виробничо-збутовий ланцюг; об'єднувати; система постачання, канал (постачання); виконувати; розміщувати; зворотний потік; додана вартість; місце відправлення; прямий потік; корисність місця; міжфункціональний, багатофункціональний; виконувати; розміщувати; задовольняти вимоги; місце відправлення; різнопрофільний; однозначне визначення, місце споживання.

Exercise 22. *Find in text 2 twenty words that can function both as nouns and verbs.*

Exercise 23. *Complete the sentences.*

1. Logistics is a unique global pipeline that operates ... 2. The tasks and activities within this economic process were first... 3. Logistics as a business concept was emerged in 1950s to ... 3. Complex logistical processes required ... 4. Logistics management facilitates ... 5. Logistics positions resources ... 6. In business terms, logistics means... 7. Definition of logistics comes out from... . 8. The standard definition of logistics was given by.... and states that logistics is ... 9. Logistics has evolved into the ...

Exercise 24. *Say whether the following statements are true or false. Correct the false ones.*

1. Since the beginning of human civilization, there has always been movement of goods. 2. Logistics is a unique randomly operated global system. 3. Logistics tasks and activities in the globalized economic process were first systematically termed in the nineteenth century. 4. Logistics as a business concept was emerged in 1960s. 5. Logistics aims to manage the flow of goods, information and resources between the point of origin and the point of consumption. 6. Logistics management analyzes supply and demand movement and coordination taking into account time and place utility. 7. Logistics management controls efficient and effective forward and reverse flow of goods and services to meet customer requirements. 8. Logistics positions resources at the right time, in the right place, at the right cost, at the right quality. 9. In business terms, logistics means the physical movement of goods from the receive point to the supplier point.

Exercise 25. *Fill in the gaps in the sentences with the appropriate words from the box:*

movement, pipeline, human, origin, globalized, utility, economic, deliver, implements, chains, storage, meet, efficient, reverse, mid-twentieth, coordinates, customers, information, management-oriented, explicit, incorporated, consumption, demand
--

1. Logistics is a unique global ... that continuously operates to ... products and services to ... worldwide.
2. The ... of goods has existed since the beginning of ... civilization.
3. The tasks and activities within this ... process were ... under the term logistics in the ... century.
4. Logistics ... the flow of goods, information and resources between the point of ... and the point of ... in the increasingly ... supply chain.
5. Logistics facilitates supply and ... movement and creates the ... of time and place.
6. Logistics plans, ... and controls the ... and effective forward and ... flow, ... of goods, services and ... between the point of origin and the point of consumption in order to ... customer requirements.
7. There are not any ... definitions of logistics.
8. Logistics has evolved into integrated ... value ...

Exercise 26. *Match the definitions with proper terms.*

- | | |
|--|-------------------------|
| 1) flow of materials, goods and equipment back to a company or firm for reuse, recycling or disposal | a) pipeline |
| 2) location or station where a carrier receives a shipment from a shipper for transportation to the destination | b) incorporate |
| 3) utility of a good or service created by its availability at a particular time | c) facilitate |
| 4) flow of materials, goods and equipment to a receiving point | d) time utility |
| 5) to include something as part of a group, system, plan | e) place utility |
| 6) to make (an action or process) easy or easier | f) forward flow |
| 7) shipping a finished product to a new location that is more accessible to consumers than the place where it was initially manufactured | g) reverse flow |
| 8) a system or channel of supply | h) point of origin |
| 9) satisfy the established conditions | i) to meet requirements |
| 10) a set of activities that a firm performs in order to deliver a valuable product or service for the market | j) explicit definition |
| 11) explanation stated clearly and detail | k) value chain |

Exercise 27. *Make up the sentences of your own using the terms from exercise 26.*

Exercise 28. *Find in text 2 synonyms to the following words:* integrate, channel, backward, continuity, origination, accomplish, complicated, expedite, movement, onward, usefulness, condition, satisfy, clear-cut, profit.

Exercise 29. *Answer the questions on text 2.*

1. When can we trace the movement of goods from? 2. Why is logistics considers a continuously operated process? 3. When were logistics tasks and activities first systematically termed? 4. What business drivers led to logistics incorporation into business? 5. What are the most common definitions of logistics? 6. What is the standard definition of logistics given by the European Committee?

Exercise 30. *Put general and special questions to the following sentences.*

1. Logistics is a unique continuously operated global pipeline. 2. Logistics secures product and service planning, coordination, transportation and delivery to customers worldwide. 3. Logistics as a business concept manages the flow of goods, information and resources between the point of origin and the point of consumption in the increasingly globalized supply chain. 4. Logistics facilitates supply and demand movement and coordination and creates the utility of time and place. 5. Logistics positions resources at the right time, in the right place, at the right cost, at the right quality. 6. The European Committee for Standardization gives the standard definition of logistics as the process of planning, executing and controlling the movement and placement of people and/or goods.

Exercise 31. *Translate the sentences into English.*

1. Переміщення товарів існувало з самого початку існування людської цивілізації. 2. Логістика — це унікальний безперервно діючий процес виробництва, який забезпечує планування, координацію, перевезення та доставку продукції і послуг до

замовників з усіх куточків планети. 3. Логісти працюють 24 год на день, сім днів на тиждень, 52 тижні на рік. 4. Уперше визначення терміну «логістика» було систематизоване у 1950-х роках. 5. Немає чіткого однозначного визначення терміну «логістика». 6. Логістику називають процесом керування усіма видами діяльності для активізації поставок та координації попиту з урахуванням корисності часу та зручності місцязнаходження. 7. Логістику ще називають процесом планування, контролю і реалізації дієвих та ефективних прямих і опосередкованих (непрямих) потоків, зберігання товарів, послуг і відповідної інформації між пунктом відправлення і пунктом споживання для задоволення потреб замовників. 8. Логістика розміщує ресурси у відповідний час, у відповідному місці, за відповідну вартість, у відповідній кількості. 9. У бізнесі логістику називають фізичним переміщенням товарів від постачальника до пункту призначення. 10. Логістика сьогодні це не тільки перевезення, обслуговування вантажів і складування, але й інтегрований управлінський виробничо-збутовий ланцюг.

Exercise 32. *Work in pairs and compose a dialogue on logistics historical track.*

Exercise 33. *Memorize the basic vocabulary to text 3.*

life-cycle	термін служби, життєвий цикл
to stock	1. зберігати на складі; 2. мати в запасі на складі
to suspend	призупиняти, тимчасово припиняти роботу
order receipt	отримання замовлення
termination	завершення, припинення дії
safety stocks inventory	резервний запас
commitment	1. зобов'язання; 2. доручення; передача
asset commitment	зобов'язання до активів, передача активів
inventory turnover	обіг товарно-матеріальних запасів, складський обіг
total quality management	комплексне управління якістю

cradle-to-cradle support	концепція безвідходного виробництва
after-sale service	післяпродажне обслуговування
product recall	відкликання, повернення продукції
product disposal	утилізація продукції
fragile	ламкий, неміцний
perishable	той, що швидко псується
competitive costs	конкурентні витрати

Exercise 34. *Read and translate text 3.*

Text 3

OBJECTIVES OF LOGISTICS

The primary objective of logistics management is to move the inventory in a supply chain effectively and efficiently and to extend the desired level of customer service at the minimal cost. There are two practically different forms of logistics: one optimizes a smooth flow of materials through a network of transport links and storage areas, the other coordinates an effective flow of resources.

Rapid response, minimum varieties, minimum inventory, movement consolidation, quality, and life-cycle support are primary features of operational logistics objectives.

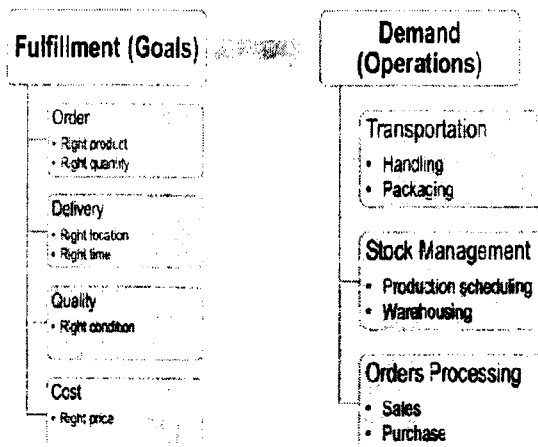
Rapid response is concerned with a firm's ability to satisfy customer's requirements in a timely manner. Goods are stocked and supplied on the shipment-to-shipment basis, i.e. logistical operations are carried out as when needed by a customer.

Logistical operations can be suspended by delays in order receipt, termination of production, goods damage at customer's location and delivery to an incorrect destination etc. The second objective of minimum varieties is solved by applying modern information technologies rather than by using traditional methods of safety stocks inventory and high cost transportation. Minimum inventory involves asset commitment and inventory turnover. Asset commitment is the financial value of inventory; inventory turnover is the rate of inventory usage over time. Inventory reduction should not affect customer satisfaction.

Transportation costs which depend on a type of product, size of shipment and distance can be reduced by consolidating small shipments in groups.

Life cycle or cradle-to-cradle logistical support provides after-sale services, product recall and disposal. For instance, beverage industries use their glass bottles again and again, while the cans are reused in making paper dishes.

The ultimate purpose of any logistics system is to satisfy a customer through establishing a chain of customers that directly or indirectly link people at all organization levels to the marketplace.



Exercise 35. Match the words and word combinations in A with their equivalents in B.

A

- 1) asset commitment
- 2) order receipt
- 3) inventory turnover
- 4) after-sale service
- 5) to suspend
- 6) life-cycle
- 7) fragile
- 8) product disposal

B

- a) термін служби
- b) призупиняти, тимчасово припиняти роботу
- c) отримання замовлення
- d) завершення, припинення дії
- e) резервний запас
- f) зобов'язання до активів, передача активів
- g) обіг товарно-матеріальних запасів, складський обіг
- h) комплексне управління якістю

9) competitive costs	i) концепція безвідходного виробництва
10) termination	j) післяпродажне обслуговування
11) perishable	к) відкликання, повернення продукції
12) total quality management	l) утилізація продукції
13) product recall	м) ламкий, неміцний
14) safety stocks inventory	п) той, що швидко псується
15) cradle-to-cradle support	о) конкурентні витрати

Exercise 36. Give Ukrainian equivalents.

termination; inventory turnover; asset commitment; after-sale service; total quality management; fragile; life-cycle; safety stocks inventory; product recall; competitive costs; to suspend; perishable; order receipt; cradle-to-cradle support; product disposal.

Exercise 37. Give English equivalents.

завершення, припинення дії; призупиняти, тимчасово припиняти роботу; термін служби; комплексне управління якістю; концепція безвідходного виробництва; отримання замовлення; відкликання, повернення продукції; післяпродажне обслуговування; обіг товарно-матеріальних запасів, складський обіг; передача активів; резервний запас; утилізація продукції; той, що швидко псується; ламкий, неміцний; конкурентні витрати.

Exercise 38. Find in text 3 the words that can function both as nouns and verbs. There are over 30.

Exercise 39. Complete the sentences.

1. Rapid response is concerned with a firm's ability to... 2. They stock and supply goods on ... 3. Companies can face the suspension of logistical operations because of delays in ... receipt, ... of production, goods ..., etc. 4. Application of modern information technologies rather than... methods of safety and ... transportation ... can solve minimum varieties. 5. Minimum inventory involves ... and 6. Inventory reduction should not affect 7. Transportation costs depend ... a type of ..., size of ... and distance. 8. Transportation ... can be reduced by ... small ... in groups. 9. Cradle-to-cradle logistical

support or ... provides ... services, product ... and disposal. 10. The ultimate ... of any logistics ... is to satisfy a ... through establishing a ... of customers that directly or ... link people at all ... levels to the ...

Exercise 40. *Say whether the following statements are true or false. Correct the false ones*

1. There are several forms of logistics. 2. Rapid response, maximum varieties, stock inventory, movement redirection, quality, and life-cycle support are primary features of operational logistics objective. 3. Rapid response is a firm's ability to satisfy customer's requirements in an orderly manner. 4. Goods are stocked and supplied on the production-to-shipment basis. 5. Logistical operations are never suspended by delays in order receipt, termination of production, goods damage at customer's location and delivery to an incorrect destination etc. 6. Traditional methods of safety stocks inventory and high cost transportation are not the way out to minimize variances. 7. Asset commitment is the rate of inventory usage over time, and inventory turnover is the financial value of inventory. 8. Transportation cost reduction depend a type of product, size of shipment and distance. 9. To support product life-cycle manufacturers offer after-sale services, recall and disposal defective or damaged products.

Exercise 41. *Fill in the gaps in the sentences with the appropriate word from the box:*

minimal, chain, storage, shipment-to-shipment, coordinates, customer, flow, delays, minimum (2), objectives, resources, termination, distance, commitment, customer's, supply, move, financial value, optimizes, transport, size, cradle-to-cradle, rate, rapid, disposal, movement, after-sale, life-cycle, type, request, damage, incorrect, consolidating, recall
--

1. The primary objective of logistics management is to .. the inventory in a effectively and efficiently and to extend the desired level of ... service at the ... cost. 2. One form of logistics ... a smooth ... of materials through a network of ... links and ... areas, while the other ... an effective flow of 3. The operational ... of logistics are featured in ... response, ... varieties, minimum inventory, ... consolidation. quality and ... support. 4. provides for logistical operations at customer's 5. Logistical operations can be

suspended by ... in order receipt, ... of production, goods ... at ... location and delivery to an ... destination. 6. Asset ... is the ... of inventory, and inventory turnover is the ... of inventory usage over time. 7. Transportation costs depend on a ... of product, ... of shipment and 8. Transportation costs can be reduced by ... small shipments. 9. Life cycle support or logistical support provides ... services, product ... and product

Exercise 42. *Match the definitions with proper terms.*

- | | |
|---|--|
| <p>1) support given to someone who has bought a product or service</p> <p>2) a price lower than that offered by the competitors, or a price made more attractive because of added incentives</p> <p>3) the end of something</p> <p>4) easily broken or damaged</p> <p>5) company's securities inventory as long-term future capital expenditures</p> <p>6) process of retrieving defective and/or potentially unsafe goods from consumers</p> <p>7) ratio showing how many times a company has sold and replaced inventory during a given period</p> <p>8) small extra supply of goods that a company always tries to have available, in case the demand for the goods is more than expected, or there is a delay in their delivery</p> <p>9) products which can lose their usefulness and value if not appropriately stored or transported, or if not utilized within certain period</p> | <p>a) asset commitment</p> <p>b) after-sale service</p> <p>c) fragile</p> <p>d) inventory turnover</p> <p>e) safety stocks</p> <p>f) product disposal</p> <p>g) competitive costs</p> <p>h) termination</p> <p>i) perishable</p> |
|---|--|

Exercise 43. *Make up the sentences of your own using the terms from exercise 42.*

Exercise 44. *Find in text 3 synonyms to the following words: capital, obligation, acceptance, cease, life span, aim, breakable, easily spoiled, reasonable, withdrawal, buffer stock.*

Exercise 45. *Answer the questions on text 3.*

1. What is the primary objective of logistics management? 2. What are two forms of logistics? 3. What are primary features of operational logistics objectives? 4. What is rapid response in logistics? 5. What can logistical operations be suspended by? 6. How can companies minimize variances? 7. What does minimum inventory involve? 8. What is asset commitment? 9. What is inventory turnover? 10. How can transportation costs be reduced? 11. What is a product life-cycle support? 12. What is the ultimate purpose of any logistics system?

Exercise 46. *Put the questions to italicized words in Present Simple.*

1. *Logistics optimizes a smooth flow of materials* through a network of transport links and storage areas. 2. *Rapid response, minimum varieties, minimum inventory, movement consolidation, quality, and life-cycle support* are primary features of operational logistics objectives. 3. Delays in order receipt, termination of production, goods damage at customer's location and delivery to an incorrect destination suspend *logistical operations*. 4. *Minimum inventory involves asset commitment and inventory turnover*. 5. *Transportation costs depend on a type of product, size of shipment and distance*.

Exercise 47. *Translate the sentences into English.*

1. Основним завданням логістичного менеджменту є ефективне й рентабельне переміщення товарів по всьому ланцюгу постачання і з мінімальними затратами. 2. Швидке реагування — це здатність фірми вчасно задовольнити вимоги замовників. 3. Відвантаження відбувається лише на вимогу замовника. 4. Затримки в отриманні замовлення, зупинка виробництва, пошкодження товару на території замовника та неправильне місце доставки товару призводять до переривання логістичних операцій. 5. Іншими принципами комплексного керування якістю є підвищення професійного рівня працівників, прийняття рішень на підставі отриманих даних та статистичного аналізу, ефективне спілкування в організації через ведення відкритого діалогу, стратегічне довгострокове мислення, обмін думками, постійне удосконалення продуктивності праці тощо. 6. Післяпродажне обслуговування, відкликання та утилізація продукції є складовими логістичної підтримки життєвого циклу продукції. 7. Кінцевою метою

логістичної системи є задоволення потреб замовників шляхом створення клієнтської мережі, яка слугує прямою чи опосередкованою ланкою між працівниками усіх рівнів в організації та ринком.

Exercise 48. *Work in pairs to discuss logistics objectives.*

Unit II

FUNCTIONAL AREAS OF LOGISTICS

Exercise 1. *Memorize the basic vocabulary to text 1.*

managerial	управлінський; адміністративний
payment terms	платіжні умови
to acquire	купувати, придбати
productivity	продуктивність, ефективність
assembled	1. зібраний; 2. комбінований
loss	втрата
accurate	точний, правильний; ретельний
range	ряд; сфера, галузь, коло
point of sale	торговельна точка
vetting	контрольна перевірка
negotiation	переговори; ведення переговорів
trucking	перевезення автотранспортом
freight	вантаж, фрахт
rail	залізниця
inland waterway	річкове сполучення
marine shipping	морське перевезення
consignment	1. вантаж; партія відправленого вантажу; 2. консигнаційне відправлення товарів; 3. накладна, коносамент
wholesale	1. оптова торгівля; 2. оптовий
retail	1. роздрібна торгівля; 2. роздрібний

Exercise 2. Read and translate text 1.

Text 1

LOGISTICS FUNCTIONAL ASPECTS

Logistics is regarded in two aspects: managerial and technological. The management of *procurement, material flow movement and distribution* belongs to the **managerial aspect of logistics**.

Procurement involves the process of selecting vendors, establishing payment terms, strategic vetting, negotiating contracts and actual purchasing of goods. It is concerned with acquiring (procuring) the goods, services and work vital to an organization. Procurement is the umbrella term¹ for goods purchase.

Timely delivery of materials is essential to maximize productivity and operational efficiency. Just in time delivery provides for supplying the right materials to the right place, to the right consumer and at the right time.

Optimizing the *movement of both raw materials and assembled products* throughout a manufacturing facility or warehouse ensures their faster and efficient flow with less chance for damage or loss.

Physical distribution is the range of activities involved in the movement of goods from the points of production to the final points of sale or consumption.

Physical distribution includes all the functions of goods movement and handling, particularly transportation services (trucking, freight rail, air freight, inland waterways, marine shipping, and pipelines), transshipment and warehousing services (e.g. consignment, storage, inventory management), trade, wholesale and retail.

Technological area is the logistics functional area that implements the improvements in transportation technologies, warehousing, information, planning and control.

¹ umbrella term – всеохоплюючий термін

Exercise 3. Match the words and word combinations in A with their equivalents in B.

A	B
1) vetting	a) партія вантажу
2) negotiation	b) контрольна перевірка
3) consignment	c) точний
4) managerial	d) вантаж, фрахт
5) accurate	e) платіжні умови
6) to acquire	f) переговори
7) marine shipping	g) перевезення автотранспортом
8) trucking	h) морське перевезення
9) retail	i) річкове сполучення
10) inland waterway	j) управлінський; адміністративний
11) point of sale	k) купувати, придбати
12) payment terms	l) оптова торгівля
13) wholesale	m) торговельна точка
14) freight	n) роздрібна торгівля

Exercise 4. Give Ukrainian equivalents.

material flow; payment terms; acquiring; selection; distribution; vital; improvement; umbrella term; efficiency; assembled products; damage; loss; marine; pipeline; storage; manufacturing facility; inventory management; productivity; range of activities; consumption; inland waterways; shipment; actual; accurate; retail; wholesale; vetting; consignment.

Exercise 5. Give English equivalents.

перевезення автотранспортом; перевезення річковим/морським транспортом; контрольна перевірка; вантаж, фрахт; збут; оптова торгівля; роздрібна торгівля; переговори; продавець, торговець; придбання, закупівля; споживання; сировина; управлінський; торговельна точка; платіжні умови; партія відправленого вантажу.

Exercise 6. Complete the sentences.

1. The management of procurement, material flow movement and performing distribution belongs to 2. Technological area is the logistics functional area that implements the improvements in

3. Procurement involves the process of 4. Procurement is concerned with 5. Timely delivery of materials is essential to 6. Production runs better with 7. Physical distribution includes 8. Logistics is regarded in two aspects, namely: 9. Within the term procurement ... can be found. 10. ... is essential to maximize productivity and operational efficiency. 11. Optimizing the movement of products throughout the warehouse ensures

Exercise 7. Say whether the following statements are true or false. Correct the false ones.

1. Logistics is regarded in three aspects: managerial, technological and environmental. 2. Procurement is the umbrella term for goods delivery. 3. The right materials have to be delivered to the right place, to the right consumer, and at the right time. 4. Physical distribution is the range of activities involved in the movement of goods from the final points of sale and consumption to the points of production. 5. Transportation services are trucking, freight rail, air freight, inland waterways, marine shipping, and pipelines. 6. Warehousing services are consignment, storage, inventory management. 7. Technological area is the logistics functional area that implements the improvements in management, marketing and control.

Exercise 8. Match the terms with proper definitions.

- | | |
|--------------------------|---|
| 1) purchasing | a) shipment that is handled by a common carrier |
| 2) physical distribution | b) crude or processed material that can be converted by manufacturing, processing, or combination into a new and useful product |
| 3) consignment | c) the functions associated with buying the goods and services required by the firm |
| 4) inventory management | d) a measure of efficiency of resource utilization |
| 5) raw materials (RM) | e) the process of ensuring the availability of products through inventory administration |
| 6) productivity | f) the movement and storage functions associated with finished goods from manufacturing plants to warehouses and to customers |

Exercise 9. *Make up the sentences of your own using the terms from exercise 8.*

Exercise 10. *Answer the questions on text 1.*

1. What aspects is logistics regarded in? 2. What belongs to the managerial aspect of logistics? 3. What does procurement involve? 4. Why is timely delivery essential to maximize productivity and operational efficiency? 5. When does production run better? 6. What is physical distribution? 7. What does physical distribution include? 8. What logistics functional area is called technological?

Exercise 11. *Find in text 1 synonyms to the following words:* purchasing, seller, efficiency, manufacturing, harm, shipment, dispatch, checking, at right time, crude material, obtaining.

Exercise 12. *Find in the text 20 words that can function both as nouns and verbs.*

Exercise 13. *Open the brackets and use the verb in the correct form of Present Simple Passive.*

1. Logistics (to regard) in two aspects: managerial and technological. 2. Procurement (to concern with) acquiring all of the goods, services, and work that is vital to an organization. 3. The mobility requirements of supply chains entirely (to meet). 4. All the functions of movement and handling of goods, particularly transportation services, transshipment and warehousing services, trade, wholesale and retail (to include) in physical distribution. 5. The improvements (to implement) in transportation technologies, warehousing, information, planning and control. 6. The range of activities (to involve) in the movement of goods from points of production to final points of sale and consumption.

Exercise 14. *Translate the sentences into English.*

1. Закупівля включає вибір продавців, встановлення термінів сплати, стратегічну контрольну перевірку, проведення переговорів та фактичну купівлю товарів. 2. Вчасна доставка товарів є важливою для максимізації продуктивності та операційної ефективності. 3. Правильні матеріали мають бути доставлені в правильне місце, в правильний час, точно в термін, кожного разу.

4. Підвищення ефективності матеріального потоку забезпечує покращення процесу виробництва та вчасну доставку продукції клієнтам. 5. Фізичний розподіл (збут) включає всі функції руху та оброблення товарів, особливо послуги з транспортування, транзитні відправлення, складування, оптову та роздрібну торгівлю.

Exercise 15. *Work in pairs to speak on:* Managerial and technological functional aspects of logistics.

Exercise 16. *Memorize the basic vocabulary to text 2.*

diverse	різноманітний
complaint	скарга
damage claim	рекламаційний акт
billing	виписування транспортних накладних, рахунків-фактур
compliance with	виконання, дотримання (умов, закону тощо)
transportation regulations	нормативно-правові акти у сфері перевезень, умови перевезення
outlet	торгівельне підприємство, ринок збуту
to encompass	включати, охоплювати
lead time	термін виконання замовлення, термін поставки
price quotation	запропонована ціна, цінова пропозиція; котирування цін
work-in-process product	продукція незавершеного виробництва
data dissemination	поширення даних
waste disposal	ліквідація відходів
sourcing	пошук джерел постачання, залучення сторонніх джерел
benchmarking	порівняльний аналіз за еталоном
forecasting	прогнозування
promotion	просування

Exercise 17. *Read and translate text 2.*

Text 2

LOGISTICS FUNCTIONS OVERVIEW

Other functions logistics serves include customer service, demand forecasting, transportation, warehousing, inventory management, packaging, procurement, material handling, information management etc.

Customer service determines product delivery to the right person with the right quantity at the right place, at the right time, in the right condition and at the right cost. Logistics customer service departments deal with complaints, orders, damage claims, return, billings etc.

Demand forecasting estimates future customer's needs for a product and service and suggests how much should be ordered from supplies and how many of finished products should be transported.

Transportation refers to the physical movement of goods from one location to another. It comprises such activities as selecting the transport mode, particular routes, carriers, and compliance with various transportation regulations. Transportation is the most expensive logistics activity. It constitutes 40 % to 60 % of a company's total logistics cost. Warehousing is an essential part of every logistics system. It refers to the places where goods are stored for a particular period of time before shipment.

Inventory management refers to the process of ordering, storing and using a company's inventory: raw materials, components and finished products. Inventory management directs the flow of goods from manufacturers to warehouses and then to the desired outlet.

Industrial packaging is designed on one hand², to protect the product during transportation, processing and storage, and on the other hand, it acts as product brand promotion or advertising. Procurement is the purchase of materials and services from third parties to support the firm's operations from production to marketing, sales and logistics. It encompasses the selection of supply source location, lead time, price quotation, quality control and other facts.

Material handling refers to short-distance movements of raw materials, work-in-process or finished goods within a factory or

² on one hand, on the other hand – з одного боку, з іншого боку

warehouse. As materials handling adds costs rather than value to logistics systems, managers have to minimize the number of handling whenever possible.

Information management brings all areas of the logistics system together for data collection, analysis and dissemination to support reasonable solutions.

Logistics also performs other functions, e.g. waste disposal, return handling, sourcing, benchmarking, etc.

Exercise 18. Match the words and word combinations in A with their equivalents in B

A	B
1) damage claim	a) різноманітний
2) transportation regulations	b) скарга
3) diverse	c) рекламаційний акт
4) billing	d) виконання, дотримання (умов, закону тощо)
5) complaint	e) включати, охоплювати
6) lead time	f) продукція незавершеного виробництва
7) outlet	g) умови перевезення, нормативно-правові акти у сфері перевезень
8) compliance (with)	h) виписування транспортних накладних, рахунків-фактур
9) price quotation	i) торгівельне підприємство, ринок збуту
10) data dissemination	j) термін виконання замовлення, термін поставки
11) to encompass	k) запропонована ціна, цінова пропозиція, котирування цін
12) work-in-process product	l) поширення даних
13) benchmarking	m) ліквідація відходів
14) waste disposal	n) пошук джерел постачання, залучення сторонніх джерел
15) sourcing	o) порівняльний аналіз за еталоном

Exercise 19. *Give Ukrainian equivalents.*

complaint; finished product; sourcing; work-in-process product; compliance with; carrier; damage claim; diverse; lead time; outlet; transportation regulations; transport mode; billing; benchmarking; waste disposal; data dissemination; price quotation; to encompass, advertising, forecasting, promotion.

Exercise 20. *Give English equivalents*

виписування транспортних накладних; скарга; пошук джерел постачання; вид транспорту; рекламацийний акт; різноманітний; перевізник; термін виконання замовлення; порівняльний аналіз за еталоном; продукція незавершеного виробництва; готова продукція; цінова пропозиція; пошук джерел постачання; умови перевезення, нормативно-правові акти у сфері перевезень; виконання, дотримання (умов, закону тощо); торговельне підприємство, ринок збуту; ліквідація відходів; включати, охоплювати; поширення даних.

Exercise 21. *Complete the sentences.*

1. Logistics customer service departments deal with... . 2. Demand forecasting suggests how much and how many... . 3. Transportation comprises such activities as... . 4. Inventory management refers to the process of ... 5. Procurement is the purchase of materials and services from ... in order to 6. Procurement encompasses ... 7. As materials handling adds costs rather than value to logistics systems, managers have to ... 8. Information management brings all areas of the logistics system together for ... 9. Logistics also performs other functions, e.g. ...

Exercise 22. *Say whether the following statements are true or false. Correct the false ones.*

1. The sole function of logistics is to meet customer's product supply requirements. 2. Customer service deals with customer's complaints and damage claims. 3. Demand forecasting estimates future customer's demand for a product and service. 4. Demand forecasting suggests the optimal transportation mode for product delivery. 5. Logisticians should optimize transportation costs to remain profitable. 6. Warehousing is the place where goods are sorted out and stored. 7. Inventory management supervises the flow of goods from warehouses

to manufacturers and then to the outlet. 8. Procurement is the purchase of materials and services from third parties to keep the production process on the right track. 9. Information management collects, analyses and disseminates data to support reasonable solutions.

Exercise 23. *Fill in the gaps in the sentences with appropriate words from the box.*

cost, information, delivery, management, quantity, stored, place, directs, demand, work-in-process, warehouses, location, physical, expensive, short-distance, advertising, material, service, person, raw, material, outlet, promotion, warehousing, time, factory, condition, demand, customer, constitutes

1. Logistics functions include... service, ... forecasting, transportation, ..., inventory ..., packaging, procurement, ... handling, ... management etc. 2. Customer service determines product ... to the right ... with the right ... at the right ..., at the right..., in the right ... and at the right 3. Demand forecasting estimates future customer's ... for a product and 4. Transportation refers to the ... movement of goods from one ... to another. 5. Transportation as the most ... logistics activity ... 40 % to 60 % of a company's total logistics 6. Warehousing refers to the places where goods are ... before shipment for a particular period of time. 7. Inventory management ... the flow of goods from manufacturers to ... then the desired 8. Packaging acts as product brand ... or 9. ... handling refers to ... movements of ... materials, ... or finished goods within a ... or warehouse.

Exercise 24. *Match the terms with proper definitions.*

- | | |
|--|--|
| <ul style="list-style-type: none"> 1) damage claim 2) transportation regulations 3) transport mode 4) billing 5) complaint 6) lead time 7) outlet 8) carrier | <ul style="list-style-type: none"> a) spread information b) the process of getting rid of unwanted materials and substances c) partially finished products d) official rules or acts of controlling transport system e) various modes used for a movement f) charged value for a product or service g) a statement that something is wrong or not good enough h) preparing invoice to pay money owed |
|--|--|

9) finished product	i) an insurance claim for something that has been damaged but not completely lost
10) price quotation	j) getting products or materials from particular place
11) work-in-process product	k) an individual or organization engaged in transporting passengers or goods on hire
12) to encompass	l) goods that do not require any further processing and are ready to be sold
13) compliance with	m) obeying an order, rule or request
14) data dissemination	n) a store that sells goods of a particular manufacturer or wholesaler
15) benchmarking	o) the time from placing the order to goods delivery
16) waste disposal	p) to include
17) sourcing	q) use of something as a standard in order to improve work, product quality or processes

Exercise 25. *Make up the sentences of your own using the terms from exercise 24.*

Exercise 26. *Answer the questions on text 2.*

1. What functions does logistics system serve?
2. What does customer service determine?
3. What does logistics customer service department deal with?
4. What is the role of demand forecasting?
5. What does transportation refer to?
6. What activities does transportation comprise?
7. What is the most expensive logistics activity?
8. What does warehousing refer to?
9. What are the tasks of inventory management?
10. What is industrial packaging designed for?
11. What does procurement encompass?
12. What does material handling add to logistics system?
13. What does information management bring all areas of the logistics system together for?
14. What other functions does logistics also perform?

Exercise 27. *Find in text 2 synonyms to the following words:*
criticism; various; market-place; request; inventories; rules; petition; stream; refuse.

Exercise 28. *Translate the sentences into English.*

1. Логістична система відповідає за виконання різноманітних функцій, включаючи обслуговування клієнтів, прогнозування попиту, транспортування, складування, управління запасами, пакування, закупівлю, оброблення матеріалів, управління інформацією. 2. Відділи обслуговування логістики мають справу зі скаргами; замовленнями, пошкодженням та поверненням товарів; виписуванням транспортних накладних. 3. Транспортування відноситься до фізичного руху товарів з одного місця до іншого. 4. Промислова упаковка слугує для захисту продукту під час транспортування, оброблення та зберігання. 5. Закупівля включає вибір джерела постачання, термін виконання замовлення, цінову пропозицію, контроль якості та інші аспекти. 6. Оброблення матеріалів відноситься до руху товарів, сировини, продукції незавершеного виробництва або готової продукції на короткі дистанції, в межах заводу або складу. 7. Логістика також виконує функцію управління інформацією та інші функції, такі як ліквідація відходів, оброблення повернених товарів, пошук джерел постачання, порівняльний аналіз за еталоном.

Exercise 29. *Work in pairs and compose a dialogue on diverse functions of a logistics system.*

Exercise 30. *Write a summary of text 2.*

Unit III

LOGISTICS TOOLS

Exercise 1. *Memorize the basic vocabulary to text 1.*

toolkit	інструментарій
timely delivery	своєчасна доставка
surplus	надлишок
insufficient	недостатній
emergence	поява
no frills	без надмірностей
threat	загроза
deviation	відхилення
precise	точний
financial flow	фінансовий потік

to achieve	ДОСЯГАТИ
to appreciate	ЦІНУВАТИ
consumer property	СПОЖИВЧА ВЛАСТИВІСТЬ
rejection	ВІДМОВА

Exercise 2. *Read and translate text 1.*

Text 1 LOGISTICS TOOLS

In the work of any economic service, its tools are of great importance, as they help achieve the solution of the assigned tasks. It is obvious that the main tasks of logistics are to minimize logistics costs and speed up production (commercial) process. To reach these goals, logistics uses a toolkit that includes **7R** (Rights), i.e. right place, quantity, quality, customer, price, product and time.

Right place involves timely delivery of products to a specific place, where they are in demand. Great importance is given to distribution and transport logistics, as well as the ways of product delivery.

Right quantity is the amount of goods purchased at a time with the minimum total cost in order to avoid the shortage of materials. The delivery must be accurately calculated; any surplus creates an additional burden on the cost of production, and insufficient quantity may cause the formation of deficit and emergence of lost profits.

Right quality means item's suitability for the purpose it is required. The products must have specific parameters only to the extent that they are necessary to the client, no frills, as this creates a threat to the deviation of the cost of production from its optimum.

Right time is the most important requirement of modern logistics, since, to a large extent, time is money. Any delay in production at the production stage, in the process of transportation, storage, sale, etc. leads to the loss of the most important consumer product properties, the slow-down of financial flows and the rejection by its clients.

Right customer is important not just to sell the product, but to find the consumer who appreciates it.

Right price is the capture of maximum revenue from products. Logically, the right price makes the products mutually beneficial both for the organization itself and for its customers.

Right product refers to the product profile of the organization, product characteristics and consumer properties.

Exercise 3. *Match the English-Ukrainian equivalents.*

- | | |
|-------------------------|-------------------------|
| 1) main tasks | a) попит |
| 2) logistics costs | b) формування дефіциту |
| 3) production process | c) надлишок |
| 4) surplus | d) основні завдання |
| 5) delivery of products | e) процес виробництва |
| 6) demand | f) логістичні витрати |
| 7) formation of deficit | g) доставка продукції |
| 8) financial flows | h) споживчі властивості |
| 9) consumer properties | j) фінансові потоки |

Exercise 4. *Give Ukrainian equivalents.*

achieve tasks; right place; timely delivery of products; distribution; consumer properties; appreciate; right price; demand; right quality; consumer property; insufficient quantity; calculation; production stage; right customer; financial flows; delay in production; transport logistics; right time; sale; surplus; revenue; suitability.

Exercise 5. *Give English equivalents.*

мінімізувати логістичні витрати; попит; потрібне місце; прискорити процес виробництва; необхідна кількість; формування дефіциту; відповідність; необхідна якість; потрібна ціна; відповідний час (момент); використовувати інструментарій; прибуток; стадія виробництва; затримки виробництва; споживча властивість; вчасна доставка продукції; прибуток.

Exercise 6. *Fill in the gaps in the sentences with the appropriate words from the box:*

demand, speed up, client, profits, storage, price, consumer, deficit

1. The main tasks of logistics are to minimize the logistics costs and ... the commercial (production) process.
2. Right place involves timely delivery of products to a specific place, where they are in
3. A surplus creates an additional burden on the cost of production, and

insufficient quantity may cause the formation of ... and emergence of lost 4. Any delay in production at the production stage, in transportation, ... , sale, etc. leads to the loss by products of their most important ... properties. 5. Products must have specific parameters only to the extent that they are necessary to the 6. The right ... makes the products mutually beneficial both for the organization itself and for its customers.

Exercise 7. *Find in the text 20 words that can function both as nouns and verbs.*

Exercise 8. *Guess the terms through the definition.*

1. Timely delivery of products to a specific place, where they are in demand. 2. A client who is able to appreciate the product. 3. A product with functions and features that meet a customer's needs. 4. It makes the products mutually beneficial both for the organization itself and for its customers. 5. Right place, quantity, quality, customer, price, product and time are the elements of ... 6. The production must be in a balance to cater the demand and must not make huge costs. 7. The right moment to do something.

Exercise 9. *Translate the following sentences into English.*

1. У наданні будь-якої економічної послуги, її інструментарій має велике значення, оскільки з його допомогою досягається вирішення поставлених завдань. 2. Потрібне місце передбачає своєчасну доставку продуктів до певного місця, де вони користуються попитом. 3. Доставка повинна бути точно розрахована, адже будь-який надлишок продуктів створює додаткове навантаження на виробничі витрати. 4. Важливо не просто продати товар – необхідно, щоб він досягав клієнта, що здатен оцінити цей продукт. 5. Будь-яка затримка на стадії виробництва, у процесі транспортування, зберігання й продажу призводить до втрати продуктами їх найважливіших споживчих властивостей та гальмування фінансових потоків. 6. Пошук потрібного клієнта має велике значення для інформаційної логістики. 7. Для кожного виду продукту, для кожної характеристики, важливо виявити, з одного боку, конкретний попит, з іншого — надлишкові (або недостатні) витрати.

Exercise 10. *Answer the questions on text 1.*

1. What are the main tasks of logistics? 2. What does logistics use to achieve its goals? 3. What are the 7 Rs of logistics? 4. What is right place? 5. What is the most important requirement of modern logistics? 6. What may cause insufficient quantity? 7. Finding the right customer is a precise calculation, isn't it? Why? 8. What does the term "right product" mean? 9. What is meant by right quality? 10. How can we define the term "right price"?

Exercise 11. *Put the verb in the Present or Past Simple.*

1. She _____ (go) to Australia in 1994 and she liked it very much.
2. My father usually _____ (like) his steak well-done. 3. The dog _____ (eat) its toy last night. 4. The policeman _____ (talk) to the burglar yesterday. 5. _____ you (have) a test last week? 6. I often _____ (see) her mother but she never _____ (speak) to me. 7. The gentleman _____ (speak) to his servant 2 hours ago. 8. The kangaroo always _____ (carry) its baby. 9. My friend _____ (talk) a lot every day. 10. The man _____ (drive) to the supermarket last weekend. 11. My brothers _____ (leave) for England last week. 12. My sisters _____ (leave) for England every year in June. 13. I don't like that man because he often _____ (laugh) at me. 14. Her sister never _____ (smoke). 15. The cat usually _____ (leave) its basket when it is hungry.

Exercise 12. *Write a summary of text 1.*

Exercise 13. *Memorize the basic vocabulary to text 2.*

to adjust	коригувати; підлаштовувати
final product	кінцевий продукт
to meet the needs	задовольняти потреби
semi-finished product	напівфабрикат
anticipate	передбачати
material files	дані про матеріали

Exercise 14. *Read and translate text 2.*

Text 2

MATERIAL REQUIREMENTS PLANNING AS LOGISTICS TOOLS

Material Requirements Planning (MRP) is a system of production and logistics organization. The system allows coordinating and promptly adjusting the plans and actions of company's procurement, production and marketing units considering real time updates.

Procurement, production and marketing plans in the MRP system can be coordinated in the medium and long terms. Current regulation and inventory control are also provided. Information support of the system is based on production plan, data, material files (it is formed on the basis of the production plan and includes the specific names of required materials), and stock files (data required for production plan implementation with the materials, both in stock and ordered).

The main goals of MRP are:

- meeting the need for materials, components and products for production planning and their delivery to consumers;
- supporting low stock levels;
- planning of production operations, delivery schedules, procurement operations.

The MRP system anticipates how much and when the final product should be produced. It also estimates the amount of required material resources to be used in production.

The MRP system works with a wide range of material resources, components, semi-finished products and their parts as the demand for initial material resources strongly depends on consumer demand for final products.

Exercise 15. *Match the English-Ukrainian equivalents.*

- | | |
|-----------------------------------|-------------------------|
| 1) in stock | a) напівфабрикати |
| 2) consumer demand | b) задовольняти потреби |
| 3) anticipate | c) комплектуючі |
| 4) semi-finished products | d) кінцевий продукт |
| 5) Material Requirements Planning | e) залежати від |

- | | |
|----------------------|-----------------------------------|
| 6) to meet the needs | f) в наявності на складі |
| 7) final product | g) передбачати |
| 8) components | h) зміни |
| 9) depend on | i) планування матеріальних потреб |
| 10) updates | j) споживчий попит |

Exercise 16. Give Ukrainian equivalents.

MRP; system of production and logistics organization; delivery schedule; information support; procurement operations; stock file; adjust the plans and actions; finished product; procurement plan; implementation; depend on; consumer demand; semi-finished product; to meet needs; components; final product; material file; low stock level; estimate.

Exercise 17. Give English equivalents.

зміни у реальному часі; матеріальні ресурси; швидко коригувати; управління запасами; виробничий план; напівфабрикати; планування матеріальних потреб; готова продукція; необхідні матеріали; інформаційне забезпечення; комплектуючі; виробляти; план закупівель; доставка споживачам; кінцева продукція; визначати; графік доставки; впровадження.

Exercise 18. Fill in the gaps in the sentences with the appropriate word from the box:

semi-finished products, delivery, resources, marketing plans, inventory, promptly adjust, schedules

1. The system allows to coordinate and the plans and actions of the procurement, production and marketing units of the company.
2. Current regulation and ... control are also provided.
3. Procurement, production and in the MRP system can be coordinated in the medium and long term.
4. The MRP system tries to meet the need for materials, components and products for production planning and ... to consumers.
5. The primary objective of the MRP system is to plan production operations, delivery ... and procurement operations.
6. The MRP system can also work with a wide range of material
7. The MRP system is used when working with materials, components, and their parts.

Exercise 19. *Find in text 2 the words that can function both as nouns and verbs.*

Exercise 20. *Guess the terms through the definition.*

1. It is a system of production and logistics organization, which refers to the class of so called "push systems". 2. The time a product must be delivered to the buyer that is agreed upon by both parties. 3. It includes data of the production plan, materials file and stocks file. 4. Goods, such as partly finished goods, used as inputs in the production of other goods including final goods. 5. It is formed on the basis of the production plan and includes the specific names of the necessary materials. 6. A system in which we produce goods based on our best projections of what the market wants. 7. Quickly adapt to change.

Exercise 21. *Answer the questions on text 2.*

1. What is Material Requirements Planning? 2. Does the MRP system refer to the class of "push systems" or "pull systems"? 3. What are the main goals of MRP? 4. What does the MRP information support system include? 5. Can MRP system work with a wide range of material resources? 6. What are the benefits of the MRP system? 7. What is materials file? 8. What is stocks file? 9. Can MRP system be applied to any kind of production? 10. Does MRP always try to meet the delivery schedules of final products?

Exercise 22. *Translate the sentences into English.*

1. Планування матеріальних потреб (MRP) — це система організації виробництва та логістики. 2. Система MRP може також працювати з широким загальним матеріальних ресурсів. 3. Плани закупівель, виробництва та маркетингу в системі MRP можуть координуватися в середній та довгостроковій перспективах. 4. Система MRP використовується при роботі з матеріалами, комплектуючими та напівфабрикатами. 5. Ця система дозволяє координувати та швидко коригувати плани та дії закупівельних, виробничих відділів та відділу збуту компанії з урахуванням постійних змін у реальному часі. 6. Система MRP визначає час і необхідний обсяг матеріальних ресурсів для задоволення потреб виробничого графіка. 7. Попит на вихідні матеріальні ресурси значною мірою залежить від споживчого попиту на кінцеву продукцію.

Exercise 23. *Work in pairs to speak on logistics tools.*

Exercise 24. *Memorize the basic vocabulary to text 3.*

mobile application	мобільний додаток
reasonable price	прийнятна ціна
software	програмне забезпечення
remote control	дистанційне управління
workforce	робоча сила, працівники, персонал
to cut down costs	скорочувати видатки
essential	суттєвий; необхідний
combine	1. об'єднувати; 2. комбінувати
convenient	зручний
bar code	штрих-код
information sharing	обмін інформацією
restrict	обмежувати
supervisor	керівник; інспектор
available resources	наявні ресурси
replenishment	поповнення
overall revenues	загальна виручка
to track shipment	відслідковувати відправлення
logistics staff	працівники з питань матеріального забезпечення
vehicle scanning	сканування транспортних засобів
dispatch	відправлення за призначенням
credibility	надійність

Exercise 25. *Read and translate text 3.*

Text 3

TOP 4 ONLINE TOOLS EVERY LOGISTICS PROFESSIONAL SHOULD HAVE

Each specialist in logistics requires global online logistics device that will be helpful and will enable to do day by day operations effortlessly. It will provide benefits for developing business to utilize widely used and reasonably priced tools, as it makes business more efficient. Cell phones can offer essential services to any business from stock tracking and shipments to execution of procurement operations. Here are some trucking logistics and mobile applications to be used by logistics experts in supply chain management worldwide.

Mobile Control

This is a permanently connected portable, on-board Warehouse Management Software (WMS) vehicle solution for the remote control of workforce in different locations. The Mobile Control program allows on board vehicle scanning. It gives opportunity to track shipment and delivery operations in real time. Therefore, it allows continuous dispatch management. Clients can be carefully and timeously informed on the status of their orders, as the collection and delivery is being influenced by the driver. Eventually, through the Mobile Control tool it is possible to remotely deal with mobile workforce, making control easier.

Scandit Mobile Application Software

One of the most convenient online logistics instrument used in logistics all over the world is the Scandit Mobile Application Software. This is a progressive bar code scanner that allows to perform scanning with the use of modern technologies. Unlike other scanners, this product can check hard to reach bar codes easily. It additionally makes information sharing with various chains and networks online possible.

Easy Stock Mobile Application Software

This is a cloud-based enhancement tool for inventories. It deliberately restricts access from the stocks to cut down costs while increasing the accessibility of most profitable goods. The Easy Stock Mobile Application Software enables supervisors to plan the inventories, prognose and make budgets for available resources. A great

deal of logistics specialists combine using this application with the computerization of procurement and replenishment of different procedures to raise overall revenues.

Web Fleet Android Application

This is a mobile tool that could be useful for keeping control of the every day activities of employees. The access to the app is through the Internet and it allows logistics staff to navigate their business nonstop from their telephones or computers no matter³ where they are. The Web Fleet Android application helps with checking every day tasks to make sure there's credibility of the workforce and effectiveness in activities.

Exercise 26. Match the English-Ukrainian equivalents.

- | | |
|-----------------------|------------------------|
| 1) restrict access | a) збільшувати доходи |
| 2) bar code | b) робоча сила |
| 3) raise revenues | c) мобільний додаток |
| 4) inventories | d) скорочувати витрати |
| 5) workforce | e) замовлення |
| 6) mobile application | f) мережа |
| 7) cut down costs | g) прибуткові товари |
| 8) order | h) обмежувати доступ |
| 9) profitable goods | i) запаси |
| 10) network | j) штрих-код |

Exercise 27. Give Ukrainian equivalents.

procurement operations; workforce; enhancement; dispatch management; track shipment; orders; budget; information sharing; vehicle scanning; supervisor; combine; bar code; developing business; useful mobile tools; available resources; credibility; logistics staff; cut down costs; essential services.

Exercise 28. Give English equivalents.

мобільні додатки; ланцюг постачання; поповнення; доступ; прогнозувати бюджет; надійність робочої сили; обмін інформацією; наявні ресурси; ефективний бізнес; відправлення; контролювати працівників; програмне забезпечення; зручний; сучасні технології; обмежувати доступ; сканер; штрих-код; загальна виручка; в режимі реального часу; місцезнаходження; персонал.

³ no matter – це важливо

Exercise 29. *Fill in the gaps in the sentences with the appropriate words from the box:*

Scanning, navigate, effectiveness, computerization, stock tracking, credibility, workforce, bar codes, revenues, procurement

1. Cell phones can offer essential services to any business from ... and shipments to execution of ... operations. 2. Through the Mobile Control tool it is possible to remotely deal with mobile , making control easier. 3. The Web Fleet Android application helps with checking every day tasks to make sure there's ... of the workforce and ... in activities. 4. Unlike other scanners, this product can check hard to reach easily. 5. The access to the app is through the Internet and it allows logistics staff to ... their business nonstop from their telephones or computers no matter where they are. 6. The Mobile Control program allows on board vehicle 7. A great deal of logistics specialists combine using this application with the ... of procurement and replenishment of different procedures to raise overall

Exercise 30. *Find in text 3 the words that can function both as nouns and verbs.*

Exercise 31. *Give synonyms of the following words.*

staff, monitor, goal, connect, raise, provide, worldwide, useful, program, considerable, reduce, control, online, device, make possible, easily, deliver, constantly, vehicle, on time, instrument, executive, manager, forsee, total, continuously.

Exercise 32. *Guess the terms through the definitions.*

1. It provides benefits for developing business to utilize widely used and reasonably priced tools, as it makes business more efficient. 2. It can offer essential services to any business from stock tracking and shipments to execution of procurement operations. 3. It gives opportunity to track shipment and delivery operations in real time. 4. It enables supervisors to plan the inventories, prognose and make budgets for available resources. 5. This application helps with checking every day tasks to make sure there's credibility of the workforce and effectiveness in activities. 6. It additionally makes information sharing with various chains and networks online possible. 7. A software program where cloud-based and local components work together.

Exercise 33. *Answer the questions on text 3.*

1. Do online tools make business more efficient? Why? 2. Can cell phones offer essential services? 3. Is it possible to deal remotely with mobile workforce through the Mobile Control tool? How? 4. What is Warehouse Management Software (WMS)? 5. What are the features of Easy Stock Mobile Application Software? 6. What mobile tool could be useful for keeping control of the every day activities of the employees? 7. What application enables supervisors to plan the inventories, prognose and make budgets for available resources? 8. What is one of the most convenient online logistics instrument? 9. What product can check hard to reach bar codes easily? 10. What are the advantages of mobile applications in logistics?

Exercise 34. *Translate the sentences into English.*

1. Кожен фахівець з логістики потребує обладнання для роботи в мережі Інтернет, яке буде корисним і дозволить без зайвих зусиль виконувати щоденні операції. 2. Мобільні телефони можуть надавати найважливіші послуги для будь-якого бізнесу. 3. Одним з найзручніших інструментів онлайн-логістики, який використовується у всьому світі, є Scandit Mobile Application Software. 4. Це передовий сканер штрих-кодів, який дозволяє виконувати сканування з використанням сучасних технологій. 5. Багато фахівців з логістики поєднують використання Easy Stock Mobile Application Software з комп'ютеризацією закупівель. 6. Цей мобільний інструмент може бути корисним для контролю за щоденною діяльністю співробітників. 7. Програма мобільного керування дозволяє здійснювати безперервне диспетчерське управління.

Exercise 35. *Decipher the abbreviations: WMS, MRP, TQM, 7R.*

Exercise 36. *Correct grammar mistakes related to the Past Simple Tense.*

1. I didn't went on holiday last year. 2. When you bought your car? 3. Who did you met at the party? 4. How much did you paid for the ticket? 5. Stephen and Martyn came not to work yesterday. 6. When started you to play golf? 7. Why didn't you came on time? 8. Sales not increased last year. 9. What time he started work last week? 10. How often they visited you?

Exercise 37. *Work in pairs to compose a dialogue on "Online Logistics Tools".*

Unit IV

LOGISTICS INFRASTRUCTURE

Exercise 1. *Memorize the basic vocabulary to text 1.*

mass transit	громадський транспорт
airway	повітряний шлях, авіалінія (траса)
water supply	водопостачання
wastewater management	очисні споруди
solid-waste treatment	обробка твердих відходів
electric power generation	вироблення електроенергії
transmission line	лінія передач
hazardous waste management	обробка небезпечних відходів
to encompass	включати, охоплювати
spatial	просторовий, об'ємний
picking	комплектування
web-based	на основі Інтернет-технологій, інтернетний
fiber optic	оптоволоконний

Exercise 2. *Read and translate text 1.*

Text 1

COCEPT OF LOGISTICS INFRASTRUCTURE

The concept of "Logistics Infrastructure" (LI) appeared in the global business environment not long ago. It defines the nature of major dynamically developing global economy aspects. Infrastructure relates to highways, roads, bridges, mass transits, ports, airports, airways, water supply, water resources, wastewater management, solid-waste treatment, disposal, electric power generation, transmission lines, telecommunications, hazardous waste management, etc.

Logistics infrastructure identifies basic facilities and services, such as transportation and communication, required for the functioning of a community or society. Proper and adequate infrastructure development stimulates economic growth at reduced costs. Investments in infrastructure sufficiently improve the flow of goods and services from suppliers to users.

The concept of logistics infrastructure falls into two categories: economic infrastructure and social infrastructure. At the macroeconomic level, economic infrastructure is subdivided into transport, information, and (tele)-communication infrastructure. Social infrastructure encompasses institutions for education, healthcare, culture and security within a state and society. The microeconomic logistics infrastructure is determined by spatial and technical structural assets, for example, warehouses, means of transport, conveyors, storage and picking technologies and facilities as well as the corresponding information and communication systems.

Telecommunication infrastructure, web-based or digital infrastructure comprises telephone networks, fiber optics networks and their network modes, satellites with their associated ground stations, and data centers. The purpose of telecommunication infrastructure is to improve transportation quality by applying relevant software to ensure automatic tracking of vehicles and goods from the point of origin and to the point of consumption. Real estate infrastructure includes buildings, structures and properties in different shapes and sizes.

Exercise 3. Match the words and word combinations in A with their equivalents in B

A	B
1) web-based	a) громадський транспорт
2) disposal	b) авіалінія (траса)
3) spatial	c) водопостачання
4) wastewater management	d) програмне забезпечення
5) picking	e) обробка твердих відходів
6) airway	f) утилізація, очистка
7) transmission line	g) вироблення електроенергії
8) software	h) охоплювати, включати
9) fiber optic	i) обробка небезпечних відходів
10) electric power generation	j) водоочисні споруди

- 11) water supply
- 12) solid-waste treatment
- 13) mass transit
- 14) hazardous waste management
- 15) encompass

- к) просторовий, об'ємний
- l) комплектування
- м) на основі Інтернет-технологій, інтернетний
- п) оптоволокнистий
- о) лінія передач

Exercise 4. Give Ukrainian equivalents.

picking; disposal; web-based; wastewater management; fiber optic; spatial; airway; software; transmission line; hazardous waste management; mass transit; encompass; electric power generation; water supply; solid-waste treatment.

Exercise 5. Give English equivalents.

громадський транспорт; утилізація, очистка; водопостачання; повітряний шлях, авіалінія; лінія передач; обробка твердих відходів; водоочисні споруди; охоплювати; вироблення електроенергії; програмне забезпечення; інтернетний; обробка небезпечних відходів; просторовий, об'ємний; комплектування; оптоволокнистий.

Exercise 6. Fill in the gaps in the sentences with the appropriate words from the box:

spatial, community, economic, telecommunication, society, users, goods, institutions, transport, tracking, state, consumption, origin, technical, concept, social, investments, economy, information

1. The ... of logistics defines the aspects of dynamically developing global 2. Logistics infrastructure identifies basic facilities and services for ... or... 3. ... in infrastructure sufficiently improve the flow of goods and ... from suppliers to 4. Logistics infrastructure is categorized as ... infrastructure and ... infrastructure. 5. At the macroeconomic level, economic infrastructure is subdivided into ..., information, and ... infrastructure. 6. Social infrastructure encompasses ... for education, healthcare, culture and security within a ... and society. 7. The microeconomic logistics is determined by ... and ... structural assets. 8. Telecommunication infrastructure applies relevant software for automatic ... of vehicles and ... from the point of ... and to the point of

Exercise 7. Complete the sentences.

1. Infrastructure relates to highways, roads, bridges ...
2. Logistics infrastructure identifies basic facilities and services for ...
3. From the macroeconomic view, economic infrastructure is subdivided into ...
4. Spatial and technical structural assets are ...
5. Web-based or digital infrastructure includes ...
6. Real estate infrastructure comprises ...
7. The two categories of logistics infrastructure are ...

Exercise 8. Say whether the following statements are true or false. Correct the false ones.

1. The concept of "Logistics Infrastructure" appeared in the global business environment long ago.
2. Logistics infrastructure defines developed global economy aspects.
3. Logistics infrastructure are basic facilities and services, such as transportation and communication, required for the functioning of a community or society.
4. Proper and adequate infrastructure development stimulates economic growth at increasing costs.
5. Investments in infrastructure sufficiently improve the flow of goods and services from suppliers to manufacturers.
6. The concept of logistics infrastructure falls into three categories.
7. Economic infrastructure comprises institutions for education, healthcare, culture and security.
8. The macroeconomic logistics infrastructure is determined by spatial and technical structural assets.
9. Telecommunication infrastructure, web-based or digital infrastructure comprises telephone networks, fiber optics networks and their network modes, satellites with their associated ground stations, and data centers.

Exercise 9. Match the terms with proper definitions.

1) web-based

2) disposal

3) spatial

4) wastewater

5) picking

a) water that is provided or treated for a particular area

b) the use of very thin glass or plastic threads through which light can travel to carry information, especially in phone, television and computer systems

c) connected to internet

d) production of electricity

e) relating to occupying or having the character of space

- | | |
|--------------------------|--|
| 6) airway | f) management of discarded useless or unwanted products (garbage, rubbish, refuse, litter) |
| 7) fiber optic | g) water affected by human use |
| 8) power generation | h) public transport system in a city/town |
| 9) solid-waste treatment | i) getting rid of something by throwing it away |
| 10) mass transit | j) large range of goods to choose from |
| 11) water supply | k) route flown by aircraft |

Exercise 10. *Make up the sentences of your own with the terms from exercise 9.*

Exercise 11. *Fill in the gaps with the prepositions: at, for, from, in, into, of, by, to.*

1. Infrastructure relates ... highways, roads, bridges, mass transits. ports, airports, airways, water supply, water resources, wastewater management, solid-waste treatment, disposal, electric power generation, transmission lines, telecommunications, hazardous waste management. 2. Transportation and communication are basic facilities required ... the functioning of a community or society. 3. Proper and adequate infrastructure development stimulates economic growth ... reduced costs. 4. Investments ... infrastructure sufficiently improve the flow ... goods and services ... suppliers ... users. 5. The concept of logistics infrastructure falls ...two categories. 6. Economic infrastructure is subdivided ... transport, information, and (tele)-communication infrastructure. 7. The microeconomic logistics infrastructure is determined ...spatial and technical structural assets

Exercise 12. *Find in text 1 synonyms to the following words:*
web, dimensional, waterworks, air routes, framework, dangerous, elimination, provision, handling, computerized, entail, describe, systematize, sorting out, transfer, introduce, computer program, ownership, design, preservation, data, need, fitting, shipment.

Exercise 13. *Answer the questions on text 1.*

1. When did the concept of "Logistics Infrastructure" appear?
2. What does the logistics infrastructure define?
3. What is logistics

infrastructure required for? 4. What can proper and adequate infrastructure development stimulate and improve? 5. Is economic infrastructure a macroeconomic concept? Why? 6. What is meant by economic and social infrastructure? 7. What is microeconomic logistics infrastructure determined by? 8. What is telecommunication infrastructure designed to? 9. What does real estate infrastructure include?

Exercise 14. *Translate the sentences and explain the use of the Present Perfect Active Tense.*

Put 4 types of questions to three sentences (general, special, alternative, disjunctive).

1. The concept of “Logistics Infrastructure” (LI) has lately appeared in the global business environment. 2. The company has reduced transportation costs due to proper and adequate transportation and communication infrastructure. 3. Suppliers have improved the flow of goods and services to the finite users and consumers over the past few years. 4. Economic analysts have not identified macroeconomic and microeconomic logistics infrastructure challenges since recent workshop.

Exercise 15. *Translate the sentences into English.*

1. Логістична інфраструктура визначає головні аспекти глобальної економіки, що динамічно розвивається. 2. Інфраструктура — це магістралі, дороги, мости, громадський транспорт, порти, аеропорти, повітряні шляхи, системи водопостачання, водні ресурси, водоочисні споруди, системи обробки твердих відходів та утилізації, виробництво електроенергії, лінії передач, телекомунікації, системи обробки небезпечних відходів тощо. 3. Логістична інфраструктура визначає основні об’єкти, послуги та рекламне обладнання для ефективного функціонування суспільства або громади. 4. Економічного зростання можна досягти з найменшими затратами за рахунок розвитку ефективної та якісної логістичної інфраструктури. 5. Економічна інфраструктура поділяється на транспорту, інформаційну та телекомунікаційну інфраструктуру. 6. Соціальна інфраструктура — це освітні, медичні, культурні заклади та правоохоронні органи. 7. Логістична інфраструктура вивчається на мікро- та макрорівнях. 8. Склади, транспортні засоби, конвеєри, технології та об’єкти

зберігання і комплектування товару, відповідні інформаційні та комунікаційні системи є просторовими і технічними структурними поняттями логістичної інфраструктури мікроекономічного рівня.
 9. Інфраструктура нерухомості включає будинки, власність, споруди різної форми та розміру.

Exercise 16. *Discuss logistics infrastructure concept in pairs.*

Exercise 17. *Memorize the basic vocabulary to text 2.*

linear	лінійний
inland	внутрішній, всередині країни
inland waterway	річкове перевезення
inland port	річковий порт
pipeline	трубопровід
handling facility	вантажно-розвантажувальний комплекс, перевалковий пункт
site infrastructure	інфраструктура об'єктів
point-shaped traffic	точкові об'єкти руху
transshipment	перевалка, перевантаження
to compete	конкурувати; змагатися
competitiveness	конкурентоспроможність
to handle	обслуговувати
congestion	перевантаження, скупчення (пасажирів, вантажу)
airline	авіакомпанія
decline	1. спад; падіння; 2. зниження; скорочення
hub	транзитний вузол для пересадки пасажирів, головний транспортний пересадочний вузол
hub-and-spoke network	віялова мережа маршрутів, місцеві повітряні перевезення, мережа місцевих повітряних ліній
spoke	мережевий аеропорт
gross domestic product (GDP)	внутрішній валовий продукт (ВВП)
navigable waterway	судноплавний морський шлях

Exercise 18. *Read and translate text 2.*

Text 2

TRANSPORT INFRASTRUCTURE

Transport infrastructure, or linear, or network traffic infrastructure involves the infrastructure for passenger and freight transport. Depending on a transport mode transport infrastructure is classified into national and international networks of air, rail, inland waterway, sea and road transport. These are all physical traffic routes, such as train railroads, motor roads, tunnels, waterways and pipelines, including their control systems and handling facilities.

Site infrastructure or point-shaped traffic consists of airports, train stations, inland ports and sea ports. Logistics infrastructure is not only traffic facilities, but also those for transshipment and storage at the sites of terminals. They are called supra-structures.

The importance in maintaining and improving economic competitiveness has made transportation infrastructure a frequent subject of discussions around the world. For instance, in the United States, those discussions center on whether the country has the necessary infrastructure to compete with expanding economies like China and India. Another concern is whether the transportation infrastructure can handle the increased international export and import trade growth, as well as the rising logistics costs. After the years of decline, transportation and logistics costs as a percentage of GDP tend to show a significant increase, partly due to inadequate infrastructure and the resulting congestions. In the EU, the network of air routes comprises more than 450 airports operated by more than 130 airlines. The airlines create hub-and-spoke networks to achieve more efficient flight operations directing busier routes to central airports (hubs) and joining less busy routes from the spokes to the hubs.

The European railroads are considered by the degree of train electrification and the expansion of high-speed train networks. The longest railroad networks in Western Europe are in Germany (38.206 km) and France (30.832 km).

Inland waterway networks encompass navigable waterways that serve as a link between inland ports and/or sea ports. The longest waterway networks are in Finland (7.884 km), Germany (6.636 km), the Netherlands (6.183 km) and France (5.384 km).

Exercise 19. Match the words and word combinations in A with their equivalents in B.

A	B
1) handling facility	a) лінійний
2) pipeline	b) внутрішній, всередині країни
3) transshipment	c) трубопровід
4) congestion	d) система керування, регулювання
5) inland	e) вантажно-розвантажувальний комплекс, перевалковий пункт
6) spoke	f) інфраструктура об'єктів
7) hub-and-spoke network	g) точкові об'єкти руху
8) hub	h) перевалка, перевантаження
9) control system	i) скупчення (пасажирів, вантажу)
10) point-shaped traffic	j) авіакомпанія
11) decline	k) конкурентоспроможність
12) linear	l) транзитний вузол для пересадки пасажирів, головний транспортний пересадочний вузол
13) navigable waterway	m) віялова мережа маршрутів, місцеві повітряні перевезення, мережа місцевих повітряних ліній
14) site infrastructure	n) річкове перевезення
15) handle	o) змагатися; конкурувати
16) airline	p) судноплавний морський шлях
17) inland waterway	q) мережевий аеропорт
18) GDP	r) зниження, спад
19) competitiveness	s) внутрішній валовий продукт
20) compete	t) обслуговувати

Exercise 20. Give Ukrainian equivalents.

handling facility; hub-and-spoke network; point-shaped traffic; control system; inland waterway; hub; inland; pipeline; navigable waterway; linear; traffic; compete; site infrastructure; handle; congestion; airline; transshipment; competitiveness; spoke; decline; gross domestic product; flight operations.

Exercise 21. *Give English equivalents.*

трубопровід; перевалка, перевантаження; внутрішній, всередині країни; лінійний; точкові об'єкти руху; перевантаження, скупчення (пасажирів, вантажу); інфраструктура об'єктів; система керування; авіакомпанія; зниження; головний транспортний пересадочний вузол; зниження, спад; річкове перевезення; вантажно-розвантажувальний комплекс; мережа місцевих повітряних ліній; мережевий аеропорт; судноплавний морський шлях; внутрішній валовий продукт; обслуговувати.

Exercise 22. *Fill in the gaps in the sentences with the appropriate words from the box:*

passenger, airports (2), national, export, storage, hub-and-spoke, point-shaped, infrastructure, supra-structures, central, spokes, transshipment, network traffic, sea, train, import, ports, airlines, routes, growth, freight, international, inland, expanding

1. Transport infrastructure, or linear..., or ... infrastructure involves the infrastructure for ... and ... transport. 2. Depending on its ... transport infrastructure is classified into ... and ... networks of air, rail, ... waterway, ... and road transport. 3. Site infrastructure or ... traffic includes ..., ... stations, ... ports and sea... 4. The facilities for ... and ... at site terminals are called ... 5. The United States concerns whether the country has the necessary ... to compete with ... economies like China and India. 6. Transportation infrastructure can handle the increased international ... and ... trade ... 7. The network of European air ... comprises more than 450 ... operated by more than 130 ... 8. The airlines create ... networks directing busy routes to ... airports and joining less busier routes from the ... to the hubs.

Exercise 23. *Complete the sentences.*

1. Transport infrastructure, or linear, or network traffic infrastructure involves... 2. Depending on a transport mode transport infrastructure is classified into ... 3. The transport network comprises physical traffic routes, such as ... 4. Site infrastructure or point-shaped traffic consists of ... 5. Logistics infrastructure is not only ... , but also ... 6. Supra-structures are ... 7. Transportation infrastructure handles the increased ... and ... , as well as the ... 8. Transportation and logistics costs as a percentage of GDP tend to

show a significant increase, partly due to and 9. The airlines create hub-and-spoke networks to achieve 10. The longest railroad networks in Western Europe are ... 11. The longest waterway networks in Europe are 12. Inland waterway networks encompass that serve as

Exercise 24. *Say whether the following statements are true or false. Correct the false ones.*

1. Transport infrastructure, or point-shaped infrastructure involves the infrastructure for passenger and freight transport. 2. Depending on a transport mode transport infrastructure is classified into regional and international networks of air, rail, inland waterway, sea and road transport. 3. Train railroads, motor roads, tunnels, waterways and pipelines, including their control systems and handling facilities are physical traffic routes. 4. Site infrastructure or point-shaped traffic consists of airports, train stations, inland ports and sea ports. 5. Logistics infrastructure also encompasses substructures, such as transshipment and storage facilities, at site terminals. 6. The importance in maintaining and mitigating economic competitiveness has made transportation infrastructure a frequent subject of discussions around the world. 7. Transportation and logistics costs decline due to inadequate infrastructure and congestions. 8. Hub-and-spoke networks are designed to disseminate flight operations. 9. The European railroads are considered by the degree of train schedules and the expansion of train routes. 10. Inland waterway networks serve as a link between frontier ports and maritime ports.

Exercise 25. *Match the terms with proper definitions.*

- | | |
|----------------------|---|
| 1) linear | a) company carrying passengers and/or goods by aircraft |
| 2) inland | b) a route where an airline not only transports passengers between two points but also connects the passengers of distant points via its hub. |
| 3) pipeline | c) deep and wide enough for ships to travel on |
| 4) control system | d) consisting of or to do with lines |
| 5) handling facility | e) a central airport that flights are routed through |

6) hub-and-spoke network	f) a very large tube, often underground, through which liquid or gas can flow for long distances
7) transshipment	g) in the middle of the country, away from the sea
8) congestion	h) loading/unloading point
9) airline	i) the route that planes take out of the hub airport
10) hub	j) moving goods from one ship to another
11) navigable waterway	k) too blocked or crowded
12) spoke	l) designed and established to check, record, regulate, supervise etc.

Exercise 26. *Make up the sentences of your own with the terms from exercise 9.*

Exercise 27. *Answer the questions on text 2.*

1. What does transport infrastructure involve?
2. What is another term for transport infrastructure?
3. How is transport infrastructure classified according to the transport mode?
4. What is the network of transport infrastructure?
5. What are physical routes of transport?
6. What is site or point-shaped traffic?
7. What is supra-structure?
8. What has made transportation infrastructure a frequent subject of discussions?
9. What is the correlation between transportation and logistics costs and GDP?
10. How many airports and airlines does the EU air network comprise?
11. What is the difference between hubs and spokes airports?
12. Where are the longest railroads in Western Europe?
13. What is the purpose of inland waterways?
14. Where are the longest waterway networks?

Exercise 28. *Find synonyms to the following words in text 2:*

straight, transfer, frontier, supervision, hose, focal point, discharge, air carrier, travelable, maritime, crowdedness, subject to, cargo, deport, scene, include, way, transportation, equipment, focus on, rise, central airport, widening, improper.

Exercise 29. *Put questions to the italicized words.*

1. Transport *infrastructure* has maintained and improved *economic* competitiveness. 2. *Transport* infrastructure has become a *frequent* subject of *discussions around the world*. 3. Transport infrastructure has increased *international export and import trade growth*. 4. *Inadequate* infrastructure has resulted in transport *congestions*.

Exercise 30. *Translate the sentences into English.*

1. Транспортна інфраструктура або іншими словами, лінійна або мережева інфраструктура, включає інфраструктуру пасажирських і вантажних перевезень. 2. Залежно від виду транспорту транспортна інфраструктура поділяється на національну і міжнародну мережу повітряних, залізничних, морських, річкових перевезень. 3. Залізничні, автомобільні, судноплавні шляхи, тунелі, трубопроводи, а також вантажно-розвантажувальні комплекси, системи керування вважаються фізичними транспортними маршрутами. 4. Інфраструктура охоплює такі об'єкти, як аеропорти, залізничні вокзали, річкові та морські порти. 5. Логістична інфраструктура також включає об'єкти з перевалки та зберігання товарів на терміналах. 6. Транспортна інфраструктура має важливе значення для підтримання і удосконалення економічної конкуренції. 7. Розширення впливу зростаючих економік таких країн, як Китай та Індія, викликає стурбованість розвинутих країн щодо відповідності їхньої інфраструктури вимогам світової конкуренції, а також збільшенню логістичних витрат. 8. Погане функціонування транспортної інфраструктури призводить до перевантажень, скупчення у транспортних вузлах і, як наслідок, до коливань ВВП. 9. Для досягнення ефективності повітряних перевезень рейси з великим пасажиропотоком направляються в центральні аеропорти, а рейси з меншим обсягом перевезень направляються з мережевих до вузлових пересадочних аеропортів.

Exercise 31. *Work in pairs to speak on transport infrastructure.*

Exercise 32. *Write a summary of text 2.*

Exercise 33. Memorize the basic vocabulary to text 3.

to recondition	переобладнувати, модифікувати
gateway	1. ворота (великий міжнародний порт або аеропорт); 2. перевалковий пункт (пункт перевантаження з однієї транспортної лінії на іншу, особливо разом із проходженням митного контролю)
output	випуск продукції
to bring down costs	скорочувати, зменшувати витрати
to shift	переключатися, змінювати рід заняття
bulk shipment	перевезення матеріалів насипом
to exert impact	мати вплив, впливати
ranking	1. класифікація; 2. розташування; 3. рейтинг
return on investment	дохід на інвестиції
to estimate	приблизно розраховувати; прогнозувати
pace	темп (розвитку)

Exercise 34. Read and translate text 3.

Text 3

REGIONAL TRANSPORTATION INFRASTRUCTURE

When a company decides to build a new transportation infrastructure, it adjusts its logistics and supply chain processes to improve services and reduce costs. In the short term, the company changes its procurement and performance behavior. In the longer term, it reconditions its production processes and outputs to benefit from transportation system improvements. Renewed transportation and intermodal links and gateways allow buying from more distant suppliers at a lower cost, establishing “hub-and-spoke” networks, and reducing inventory and transportation costs by shifting from bulk shipments to smaller frequent orders. Logistics infrastructure as a factor of developing and expanding the distribution market exerts a full impact on the regional logistics infrastructure. The regions of infrastructure ranking are divided into three groups according to their investment attractiveness and potential development:

- The first group includes attractive regions with high demand for logistics infrastructure development and likely return on infrastructure

investments. The infrastructure development in these regions maintains high pace and strong influence on their socio-economic development.

- The second group consists of relatively attractive regions with mid-to-small capital-raising on socio-economic development.

- Unattractive regions with low investment attractiveness are gathered in the third group as they share low demand for logistics infrastructure and hence, low logistics infrastructure impact on socio-economic development.

These data allow estimating the prospects of logistics infrastructure development and its impact on the development and optimization of goods distribution network in regional economy.

Exercise 35. Match the words and word combinations in A with their equivalents in B.

A	B
1) to exert impact	a) пристосовувати, узгоджувати
2) pace	b) класифікація
3) return on investment	c) перевезення матеріалів насипом
4) to adjust	d) скорочувати, зменшувати витрати
5) to bring down costs	e) змінювати рід заняття
6) gateway	f) приблизно розраховувати; прогнозувати
7) to recondition	g) темп (розвитку)
8) to shift	h) впливати
9) to estimate	i) дохід на інвестиції
10) bulk shipment	j) ворота (великий міжнародний аеропорт)
11) ranking	k) переобладнувати, модифікувати

Exercise 36. Give Ukrainian equivalents.

return on investment, bring down costs; attractiveness; exert impact; bulk shipment; capital-raising potential; recondition; socio-economic development; to shift; adjust; gateway; pace; infrastructure ranking; to estimate.

Exercise 37. Give English equivalents.

ворота (великий міжнародний порт або аеропорт); переобладнувати; приблизно розраховувати, прогнозувати; темп (розвитку);

модифікувати; інвестиційна привабливість (2); дохід на інвестиції; перевезення матеріалів насипом; змінювати рід заняття; зменшувати витрати; мати вплив; пристосовувати, узгоджувати.

Exercise 38. *Fill in the gaps in the sentences with the appropriate words from the box:*

benefit, reduce, economic, demand, raising, expansion, attractive, distribution, average, logistics, likely, suppliers, bulk, low, intermodal, investments, transportation, performance, cost, development (2), shippers, production, supply, procurement, improve

1. Building a new transportation infrastructure company adjusts its logistics and ... chain processes to ... services and ... costs. 2. The short-term adjustments provide for ... and ... changes. 3. In the longer term, the company reconditions its ... processes and outputs to ... from transportation system improvements. 4. New transportation and ... links allow buying from more distant ... at a lower ... 5. Shippers reduce inventory and ... costs by shifting from ... commodities to ... frequent orders. 6. ... infrastructure fosters the ... and ... of regional ... market. 7. Investment ... regions show high ... for logistics infrastructure ... and ... return on 8. The relatively attractive regions gain mid-to-small capital-... on socio-... development. 9. Unattractive regions with low investment attractiveness share ... demand for logistics ... development.

Exercise 39. *Complete the sentences.*

1. A company adjusts its logistics and supply chain processes to improve services and reduce costs when it decides to 2. In the short term, the company changes 3. In the longer term, it reconditions production processes and outputs to 4. Logistics infrastructure serves as a factor of ... 5. According to their investment attractiveness and potential development, the regions of infrastructure ranking are divided into ... 6. The infrastructure development in the attractive regions maintains 7. Relatively attractive regions have average 8. Unattractive regions slightly affect

Exercise 40. *Say whether the following statements are true or false. Correct the false ones*

1. When a company decides to build a new transportation infrastructure, it relocates its logistics and supply chain processes to improve services and reduce costs. 2. Reconditioned production processes and outputs facilitate transportation system improvements. 3. Hub-and-spoke networks reduce inventory by shifting from bulk shipments to smaller frequent orders. 4. Logistics infrastructure centers only on the international distribution market. 5. According to their investment attractiveness and potential development, regions are divided into two groups. 6. The first group includes attractive regions with average demand for logistics infrastructure development and possible return on infrastructure investments. 7. Relatively attractive and unattractive regions have average and low capital-raising on socio-economic development.

Exercise 41. *Match the terms with proper definitions.*

- | | |
|--------------------|--|
| 1) investment | a) need for smth to be sold or supplied |
| 2) average | b) become larger in size or amount |
| 3) pace | c) movement by using different transportation modes |
| 4) impact | d) putting money, efforts, time into smth to make a profit or get an advantage |
| 5) capital-raising | e) refurbish to better condition |
| 6) expand | f) powerful affect on situation |
| 7) intermodal | g) speed at which smth or smb moves, happens or changes |
| 8) adjust | h) increasing capital value |
| 9) recondition | i) number or quantity that is in-between several numbers or quantities |
| 10) demand | j) change, alter, adapt |

Exercise 42. *Make up the sentences of your own with the terms from exercise 41.*

Exercise 43. *Answer the questions on text 3.*

1. What makes the company adjust its logistics and supply processes to improve services and reduce costs? 2. What are the company's short-

and long-term objectives to this regard? 3. What is the impact of renewed transportation and intermodal links on logistics infrastructure? 4. How does logistics infrastructure influence regional socio-economic development? 5. What is the difference between attractive, relatively attractive and unattractive regions?

Exercise 44. *Find in text 3 synonyms to the following words:*
contribution, rate, effect, enlarge, perspective, unit loads, purchase, profit from, lower, remote, change, make better, manufacture, set up, classification, keep, collect, arrange.

Exercise 45. *Put the words in the correct order to make up a sentence.*

1) supply/a/company/chain/and/logistics/has/to/costs/adjusted/
reduce/and/services/improve.

2) behavior/changed/procurement/recently/its/has/and/performance/
renewed/suppliers/have/intermodal/shippers/links/to/cost/distant/buy/
from/at/lower.

3) infrastructure/has/logistics/to/regional/contributed/distribution/
and/market/capital-raising/the.

4) attractive/maintained /investment/economic /regions/ develop-
ment/socio-/high/have.

Exercise 46. *Translate the sentences into English.*

1. Нова транспортна інфраструктура спонукає компанії переглянути свої логістичні процеси та ланцюги постачання для покращення послуг і скорочення витрат. 2. Короткостроковими завданнями є внесення змін у виробничий і закупівельний процес. 3. Оновлені транспортні та інтермодальні зв'язки, а також нові повітряні шляхи дозволяють купувати товар у постачальників з більш віддалених регіонів за нижчою ціною, меншими транспортними витратами та матеріально-технічними запасами. 4. Віялова мережа маршрутів сприяє розміщенню частих, але невеликих замовлень. 5. Логістична інфраструктура як фактор розвитку і розширення ринку збуту має значний вплив на соціально-економічний розвиток регіонів. 6. Інвестиційно привабливі регіони потребують розвиненої логістичної інфраструктури, тому ймовірність отримання інвестиційного доходу тут більша. 7. Інвестиційно непривабливі регіони мають нижчу віддачу.

Exercise 47. Discuss regional transport infrastructure in pairs.

Unit V LOGISTICS SERVICES

Exercise 1. Memorize the basic vocabulary to text 1.

security	безпека
complexity	складність
simulation	моделювання, імітація
to visualize	робити видимим, візуалізувати
application	застосування
to cover	охоплювати, покривати
in terms of	1) виходячи з 2) на основі
capability	можливість, спроможність
freight forwarding	експедиторські послуги
freight forwarder	вантажний експедитор
party	сторона (той, хто надає послуги)
outsourcing	аутсорсинг
to assign	доручати, передавати
restricted-party screening	перевірка суб'єктів, заборонених у торгівлі
automated export system (AES)	автоматизована експортна система
filing	реєстрація
harmonized system (HS)	гармонізована система опису та кодування товарів (міжнародна номенклатура, розроблена Світовою митною Організацією)
order fulfilment	виконання замовлення
point-of-sale (POS)	торговельна точка
inquiry	запит
to transfer	передавати
to enclose	вкладати, докладати
incident	випадок
theft	крадіжка
interrupted	перерваний
to disrupt	руйнувати
logistics services provider (LSP)	провайдер логістичних послуг

Exercise 2. *Read and translate text 1.*

Text 1

UNDERSTANDING LOGISTICS SERVICES

Logistics services manage the flow of goods and services between the point of origin and the point of consumption. They integrate supply chain functions such as transportation, warehousing, packaging, material handling, inventory, and security. To manage this complexity, logistics services employ specially designed software to analyze, visualize, optimize, and model the flow of raw materials or finished goods. Often, they provide one or more modes of transportation such as air, marine, rail, or truck transport. Some logistics services are engaged in particular applications or industries, while others cover specific geographic areas.

Logistics services differ in terms of capabilities. They may offer the following primary services: freight forwarding; import/export management; inventory management; material handling.

Freight forwarders, or freight forwarding agents, are individuals or organizations that arrange shipments for other parties. These logistics services sometimes act as freight carriers, too. Import/export management companies may deal with restricted-party screening, import documentation, export documentation, automated export system (AES) filing, and harmonized system (HS) classification. Inventory management and material handling companies can help clients to minimize the costs of storing and shipping raw materials and finished goods.

Some logistics services carry on order fulfillment, outsourcing, packaging, and procurement. Order fulfillment encompasses distribution function in logistics and other activities ranging from the point-of-sale (POS) inquiry to final delivery. Outsourcing services refer or transfer tasks to another person, agent, or company. By assigning responsibilities to a third-party, these logistics services may offer additional capabilities, such as trans-national shipments. Packaging and procurement are also important logistics activities. Packaging services help clients to enclose or protect products for distribution, storage, sale, and use.

In addition, logistics services perform security and warehousing activities. The physical security of goods and transportation modes is an important consideration in both business logistics and military logistics.

Otherwise⁴, incidents of theft, vandalism, and interrupted or delayed shipments may disrupt the supply chain. Logistics services that provide warehouse control and warehouse management are also available. Additional business categories include firms that are logistics services providers (LSPs).

Exercise 3. Give Ukrainian equivalents

point of origin; point of consumption; warehousing; material handling; plant simulation; specialized software; visualize; modes of transportation; marine; rail; truck transport; particular applications; in terms of; primary services; freight forwarding; freight forwarding agent; individual; restricted-party screening; automated export system filing; harmonized system; minimize the costs; order fulfilment; point-of-sale inquiry; final delivery; outsourcing; trans-national shipments; procurement services; incidents of theft and vandalism; interrupted or delayed shipments; disrupt the chain; logistics services providers.

Exercise 4. Give English equivalents.

реєстрація; моделювання; торговельна точка; виходячи з; складність; експедиторські послуги; запит; виконання замовлення; застосування; робити видимим; фізична особа; випадок; вкладати, докладати; вантажний експедитор; гармонізована система опису та кодування; затримане постачання; крадіжка; провайдер логістичних послуг.

Exercise 5. Match the terms with proper definitions.

1) freight carrier	a) an organization which provides logistics services as an intermediary between the shipper and the carrier, typically on international shipments
2) freight forwarder	b) the time and place at which a sale occurs, such as a cash register in a retail operation, or the order confirmation screen in an on-line session
3) agent	c) the function that performs tasks for the outgoing shipment of parts, components, and products

⁴ otherwise – або ж, а інакше, а то, бо, інакше

4) simulation

5) point-of-sale (POS)

6) shipping

d) an enterprise authorized to transact business for, or in the name of, another enterprise

e) company that hauls freight using such transportation methods as trucking, railroads, airlines, and sea borne shipping

f) a mathematical technique for testing the performance of a system due to uncertain inputs and/or uncertain system configuration options

Exercise 6. *Make up the sentences of your own with the terms from exercise 5.*

Exercise 7. *Answer the questions on text 1.*

1. What supply chain functions do logistics services integrate?
2. What may logistics services use to analyze, visualize, optimize, and model the flow of raw materials or finished goods?
3. What areas do logistics services cover?
4. What services are primary among all logistics services?
5. What may import/export management companies specialize in?
6. What can help clients to minimize the costs of storing and shipping raw materials and finished goods?
7. What do outsourcing services specialize in?
8. What do procurement services specialize in?
9. What do some logistics services of order fulfilment, outsourcing, packaging and procurement specialize in?
10. What other logistics services are also available?
11. Why is physical security of goods and transportation modes an important consideration?

Exercise 8. *Open the brackets and use the verb in the correct form of Past Simple Active.*

1. Our specialists in logistics services (manage) the flow of goods and services between the point of origin and the point of consumption yesterday.
2. Who (specialize) in particular industries last month?
3. Freight forwarders of the USA (arrange) shipments for other parties two weeks ago.
4. Packaging and procurement (be) important activities of our logistics company two years ago.
5. What you (do) to manage this complexity?
6. Procurement services specializing in order,

requisitioning, or purchasing (need) supplies. 7. Incidents of theft, vandalism and delayed shipments (disrupt) the supply chain the day before yesterday. 8. Material handling companies (help) clients to minimize the costs of storing and shipping finished goods in 2019.

Exercise 9. *Work in pairs to speak on the notion of logistics services.*

Exercise 10. *Memorize the basic vocabulary to text 2.*

swap body	зйомний кузов для змішаних автомобільно-залізничних перевезень
pallet	вантажний піддон, палета
intermodal	інтермодальний
consolidation	об'єднання; консолідація
express transport	спеціальний (експрес) транспорт
picking	1. збирання; 2. сортування
bonded warehousing	складування на митниці для зберігання нерозмитнених товарів
free zone	вільна зона, район безмитного ввезення
hazardous	небезпечний
value added	додана вартість
labeling	маркування
assembly	збирання
replenishing	поповнення, оновлення
merge	об'єднання
in transit	у дорозі (про вантаж)
cross-docking (XD)	наскрізне складування
transformational cross-docking (TXD)	трансформаційне наскрізне складування
postponement (PP)	відкладання
direct store delivery (DSD)	пряма доставка до магазину (<i>система доставки товару, коли виробник самостійно доставляє товар на підприємства роздрібною торгівлі</i>)
after-sales services	обслуговування після продажу
reverse logistics	логістика зворотних потоків

progressive dispositioning (PD)	поступове розміщення
customs clearance	розмитнення товарів; дозвіл митниці на ввезення/вивезення товару
tailored	спеціальний, спеціалізований

Exercise 11. Read and translate text 2.

Text 2

LOGISTICS SERVICES IN DETAILS

Logistics offers diverse types of transportation services: maritime (ocean freight and short sea shipping services), road, rail and air. New concepts and services have been developed in the field of *freight transport*, including: intermodal transport, combined transport, consolidation (or groupage), express transport. *Freight forwarding* refers to the organization and management of the entire transport chain and means, including goods insurance, shipping documents, carriage, consolidation, storage, handling, packing, declaration, distribution, etc.

Logistics services in warehousing comprise basic operations for product receipt, storage, shipment and order picking, as well as **specialized warehousing**, i.e. bonded warehousing, free zone warehousing, warehousing under controlled temperature, warehousing for hazardous products.

Value added services in warehousing are provided within distribution centers, mostly outbound, but occasionally inbound, between Original Equipment Manufacturer (OEM) and Distributor. The services more related with physical activities are labeling, packaging, assembly, etc.

Others value added services with the emphasis on administrative activities are order management, inventory control, inventory management, inventory planning, replenishing, billing. There are also **complex value added services** as a mix of basic, value added warehousing and transport services, e.g. fulfilment, e-fulfilment, merge in transit, cross-docking (XD), transformational cross-docking (TXD), postponement (PP), technical services, direct store delivery (DSD), consultancy, e-commerce logistics services.

Aftermarket/after-sales services are those provided to the customer after product delivery: reverse logistics, spare parts management (SSPM), progressive dispositioning (PD), maintenance and repair.

Customs services involve planning, preparing and managing customs procedures in order to import (or export) products. They are customs clearance, bonded warehouse, consultation on customs topics.

Logistics services of distribution transport are numerous. Fourth-party logistics (4PL), supply chain consulting, international supply chain management, industry solutions, (services packages for specific industries, such as automotive, chemical, textile, shoes, electronics), special products (heavy, oversize or complex cargo) are included in the list.

Technical distribution concept refers to the management of special products, from the order to the point of use and subsequent de-installation, including specialist final mile delivery and on-site installation, as well as configuration, reverse logistics and waste disposal. Tailored solutions for unique outsized cargoes and heavy lifts also belong to logistics services.

Information and communication technology (ICT) services propose to improve efficiency and transparency of the transport and supply chain: inventory management system; warehouse management system; transportation management system; e-commerce platform. Software as a service (SaaS) is a term that describes the use of computer systems provided by a remote third party.

Tracking and tracing (monitoring and recording shipment movements from origin to destination), **quality certification services**, **environmental services** (services to protect, diminish and measure the environmental impact) should also be mentioned.

Exercise 12. *Give Ukrainian equivalents:*

intermodal transport; combined transport; consolidation; express transport; consolidation; carriage; declare; procure; insurance; advisory; receipt; bonded warehousing; hazardous; value added services; outbound; inbound; labeling; assembly; replenishing; e-fulfilment; merge in transit; cross-docking; transformational cross-docking; postponement; direct store delivery; after-sales services; reverse logistics; spare parts management; progressive dispositioning; maintenance; customs: procedure; customs clearance; oversize;

subsequent; tailored; oversized cargo; heavy lift; information and communication technology; transparency; software as a service; tracking; tracing; diminish; swap body; pallet; receipt of product; order picking.

Exercise 13. *Give English equivalents:*

район безмитного ввезення; поповнення, оновлення; у дорозі (про вантаж); митне очищення; слідування, пошук, локалізація; перевезення; небезпечний; обслуговування після продажу; логістика зворотних потоків; спеціалізований; поступове розміщення; пряма доставка до магазину; маркування; відслідковування; програмне забезпечення як послуга; додана вартість; консолідація; технічне обслуговування; відкладання; виконання; зйомний кузов для змішаних автомобільно-залізничних перевезень; складування на митниці для зберігання нерозмитнених товарів; наскрізне складування; вантажний піддон; страхування; запчастини; вплив на довкілля.

Exercise 14. *Find in text 2 words that can function both as nouns and verbs.*

Exercise 15. *Decipher the abbreviations:*

XD; TXD; PP; DSD; SSPM; PD; ICT; SaaS; 4PL; OEM.

Exercise 16. *Match the definitions with proper terms.*

- | | |
|------------------------------|---|
| 1) free zone | a) combining two or more shipments in order to realize lower transportation rates |
| 2) postponement (PP) | b) transporting freight by using two or more transportation modes, such as by truck and rail or truck and oceangoing vessel |
| 3) cross-docking (XD) | c) a business strategy that maximizes possible benefit and minimizes risk by delaying differentiation of a product until the last possible moment |
| 4) intermodal transportation | d) a delicate logistics service with an additional charge, where shipments from multiple providers are immediately |

5) transformational cross-docking (TXD)

6) consolidation

7) direct store delivery (DSD)

8) bonded warehouse

9) replenishment

10) reverse logistics

11) progressive dispositioning

12) merge in transit

received, broken, and staged for one or multiple outbound shipments to end customers based on specified order details

e) moving goods between different trucks to consolidate loads without intermediate storage

f) the process of direct shipping from a manufacturer's plant or distribution center to the customer's retail store, thus bypassing the customer's distribution center

g) an area at a port where certain customs restrictions are not implemented

h) the process of moving or re-supplying inventory from a reserve (or upstream) storage location to a primary (or downstream) storage or picking location, or to another mode of storage in which picking is performed

i) building or parts of buildings designated for storing imported merchandise, operated under customs-supervision

j) the process of combining shipments from multiple suppliers, which are going directly to the buyer or to the store, bypassing the seller

k) refers to a specialized segment of logistics, focusing on the movement and management of products and resources after the sale and after delivery to the customer

l) managing the return flow and warehousing of used or end of life products for distribution and resale into alternate markets or economies, including value added services such as re-work, labeling, and repacking

Exercise 17. *Make up the sentences of your own with the terms from exercise 16.*

Exercise 18. *Answer the questions on text 2.*

1. What logistics services are present in maritime transport?
2. What does freight forwarding mean?
3. What do logistics services in warehousing include?
4. What does specialized warehousing imply?
5. Where are value added services provided?
6. What services are more related with administrative services?
7. What are the examples of complex value added services?
8. What kinds of services are provided to the customer after products have been delivered?
9. What are customs services?
10. What is included in the list of logistics services of distribution transport?
11. What is SaaS?
12. What are tracking and tracing?
13. What is meant by environmental services?
14. What other services should also be mentioned?

Exercise 19. *Put questions of different types (general, special, special question to the subject, alternative, disjunctive) to the following sentences.*

1. Freight forwarding covers the organization and management of the entire transport chain.
2. Milk run refers to a delivery method for mixed loads from different suppliers.
3. Technical distribution concept refers to the management of special products.
4. Logistics services in warehousing include basic warehousing operations.
5. New concepts and services have been just developed in the field of freight transport.
6. Information and communication technology services propose to improve efficiency and transparency of the transport and supply chain.
7. After-sales services are services regularly provided to the customers at this company.
8. Tailored solutions for unique outsized cargoes and heavy lifts also belong to logistics services.

Exercise 20. *Work in pairs and detail logistics services.*

Exercise 21. *Memorize the basic vocabulary to text 3.*

one-person operation	одноосібне управління транспортними засобами
to upgrade	підвищувати статус
multiple	численний

to communicate	передавати
on behalf of	від імені
transaction	справа, угода
outsource	передавати (частину бізнес-процеса) незалежному підряднику

Exercise 22. Read and translate text 3.

Text 3

LOGISTICS SERVICES PROVIDERS

A business that sells products has to find a way to deliver them to customers. Even if the items are sold online, they still move from Point A to Point B, usually through a shipping service. If you're a one-person operation, you may take each item to the post office, but over time you'll want to upgrade to a shipping provider. The latter specialize in managing the shipment process for business, coordinating things so that products end up where they need to be as efficiently as possible.

Logistics service providers management is the outsourcing of logistics operations to a third party known as logistics service providers (LSPs). LSPs render logistics services to one or more customers at any given time which may choose to outsource a portion, or all of their logistics services to one or more LSPs.

LSPs typically perform all or part of the logistics activities of a company (a shipper) which can relate to:

- Storage operations: reception, unloading and control of materials and goods, handling, storage.
- Para-industrial operations: after-sales service and repair, assembly, finishing, packaging.
- Para-commercial operations: order preparation, picking and constitution of promotional lots, sales forecasts, price marking, and tracing-tracking.
- Proper managerial operations: order tracking, expiration dates, pallet return, and inventory management.
- Consulting activities and transport operations: traction, chartering, purchase-negotiation of freight, insurance.

When sending information to an LSP, the customer communicates the receipts or shipment to the LSP, which then runs the transaction on his/her behalf. Therefore, the customer may serve both as a buyer or seller for a transaction.

Exercise 23. *Give Ukrainian equivalents.*

customers; shipping service; one-person operation; post office; upgrade; shipping provider; multiple carriers; on a regular basis; logistics services provider; shipment process; outsourcing; third party; client; communicate receipts; run the transaction; on behalf of; inventory management; freight forwarding; item; upgrade; post office.

Exercise 24. *Give English equivalents.*

квитанція; справа, угода; третя сторона; від імені; передавати; провайдер транспортних послуг; відправка (товарів); одноосібне управління.

Exercise 25. *Find in the text words that can function both nouns and verbs.*

Exercise 26. *Complete the sentences.*

1. A business that sells products has to... . 2. If you're a one-person operation, you may 3. Logistics services providers specialize in 4. Logistics services providers may 5. When sending information to an LSP, the customer 6. The client may choose 7. A customer typically outsources the following services to an LSP: 8. LSPs render logistics services to one or more customers at any given time which may choose... . 9. The typical activities LSPs perform are...

Exercise 27. *Find synonyms in text 3.*

method, deliver, raise (the level), complex, client, transportation, cargo, send (information), purchase, every, because, hence, effective.

Exercise 28. *Give antonyms of the following words.*

sell, inbound, usual, find, multiple, take, buyer, forward, regular, possible, send, grow, end up, efficient.

Exercise 29. *Match the terms with proper definitions.*

- | | |
|----------------|--|
| 1) outbound | a) travelling or going inward |
| 2) inbound | b) a carrier's system of recording movement intervals of shipments from origins to destinations |
| 3) shipment | c) increased or improved value, worth, functionality or usefulness |
| 4) value added | d) determining a shipment location during the course of a move |
| 5) tracking | e) an amount of a particular kind of cargo that is sent on a ship, train, airplane, or other vehicle |
| 6) tracing | f) travelling away from a particular place, going out |

Exercise 30. *Make up the sentences of your own with the terms from exercise 29.*

Exercise 31. *Derive nouns from the following verbs. Translate the pairs. Use a dictionary, if necessary.*

sell, choose, produce, move, serve, operate, grow, carry, complicate, provide, manage, know, inform, communicate, receive.

Exercise 32. *Change the following sentences into the Past Simple Active.*

1. A business has to find a way to get the items to customers. 2. The items are sold online and are moved from Point A to Point B through a shipping service. 3. Things will get a little complicated. 4. They specialize in managing the shipment process for business. 5. The client communicates the receipts or shipment to the LSP. 6. This client typically outsources the cross docking services to an LSP.

Exercise 33. *Write a summary of text 3.*

Exercise 34. *Work in pairs to speak on Logistics Services Providers.*

Unit VI

LOGISTICS MANAGEMENT

Exercise 1. *Memorize the basic vocabulary to text 1.*

logistics strategy	логістична стратегія
essence	сутність
sequence	послідовність
auxiliary staff	допоміжний персонал
structural division	структурний підрозділ
complexity	складність
to avert conflict	уникати конфлікт
personnel	персонал
sustainability	стійкість
counterparty	контрагент
intermediary	посередник

Exercise 2. *Read and translate text 1.*

Text 1

LOGISTICS MANAGEMENT SYSTEM

Logistics management is a part of the supply chain process providing the effective flow of goods, their stocks, service and information from the point of production to the point of consumption in order to meet consumer needs.

Thus, the essence of logistics management can be considered as the formation and implementation of the management system to consolidate management personnel, relevant functional units, logistics intermediaries and counterparties in the “supply-production-marketing” logistics chain.

The basic principles of logistics management are:

- systematic (the activity of the enterprise is considered within the framework of a single economic-production system), complexity (functioning of separate logistic operations and the system as a whole);
- coordination of all logistics parts (operation processes of individual units);
- integration (logistics subsystem activity);
- introduction of an effective information base;
- adaptability (the ability of the logistics system to adapt to changing environmental conditions).

Logistics management refer to the staff who manage logistics processes. They are:

- top management-senior management, for example, deputy director of logistics, head of logistics department;
- middle management (supervisors) — managers of the structural divisions of the logistics department, supervisors (coordinators) of the functional areas of enterprise logistics or key logistics functions, analysts, leading logistics managers, etc.;
- lower management — management personnel of the lower level of the logistics service of the company: logistics managers, analysts-statisticians, auxiliary staff, etc.

Practical implementation of logistics management principles promotes company's organizational and economic sustainability, averts conflicts between functional units, facilitates integration with logistic partners and gains additional competitive advantages.

Exercise 3. Match the English-Ukrainian equivalents.

- | | |
|--------------------------------|------------------------------|
| 1) auxiliary staff | a) структурний підрозділ |
| 2) intermediary | b) інформаційна база |
| 3) deputy director | c) потік товарів |
| 4) logistics chain | d) стабільність підприємства |
| 5) structural division | e) ланцюг поставок |
| 6) information base | f) контрагент |
| 7) flow of goods | g) посередник |
| 8) stability of the enterprise | h) логістичний ланцюг |
| 9) supply chain | i) допоміжний персонал |
| 10) counterparty | j) заступник директора |

Exercise 4. *Give Ukrainian equivalents.*

auxiliary staff; sustainability; personnel; top management; middle management; lower management; key logistics functions; interaction; consolidation; gains competitive advantages; adaptability; complexity; to avert conflicts; structural division; auxiliary staff; within the framework; changing environmental conditions; single production-economic system.

Exercise 5. *Give English equivalents.*

досягти економічної стабільності; аналітик; уникати конфліктів між підрозділами; начальник відділу логістики; персонал компанії; логістичний ланцюг; взаємодія з партнерами; менеджер з логістики; конкурентна перевага; структурний підрозділ компанії, основні принципи управління логістикою; складність системи в цілому; планувати та втілювати; сутність керування логістичними процесами; відповідні функціональні підрозділи; заступник директора; єдина економіко-виробнича система; досягати конкурентної переваги.

Exercise 6. *Fill in the gaps in the sentences with the appropriate words from the box:*

economic stability, auxiliary, logistics strategy, staff, management, deputy director, supply chain

1. Logistics management is also related to the ... who manages the logistics process. 2. The essence of logistics management can be considered as the formation and implementation of a ... system. 3. By practical implementation of the principles of logistics management, it is possible to achieve an increase in organizational and ... of the enterprise. 4. Logistics management is a part of the process in the ... during which the effective flow of goods is planned and implemented. 5. During the formation and implementation of the ... of the enterprise, the logistics management system becomes important. 6. ... of logistics or head of logistics department run the logistics process. 7. Management personnel of the lower level of the logistics service of the company include logistics managers, analysts-statisticians, ... staff, etc.

Exercise 7. *Guess the terms through the definition.*

1. The ability of the logistics system to adapt to changing environmental conditions. 2. A part of the process in the supply chain during which the effective flow of goods, their stocks, service and information is planned and implemented. 3. A person in the first-line management who monitors and regulates employees in their performance of assigned or delegated tasks. 4. They set the strategic goals of the organization and make decisions on how the overall organization will operate. 5. A group of people who follow orders, usually at a company. 6. They provide directions to the personnel of the lower level of the company. 7. The third party that offers intermediation services between two parties.

Exercise 8. *Find in text 1 words that can function both as nouns and verbs.*

Exercise 9. *Answer the questions on text 1.*

1. What is the essence of logistics management? 2. Why does logistics management system become important? 3. What should the management system combine? 4. Is logistics management a part of the process in the supply chain or net products chain? 5. What are the basic principles of logistics management? 6. What is logistics management staff divided into? 7. How is it possible to achieve an increase in organizational stability of the enterprise? 8. What is meant by logistics management adaptability? 9. What is complexity in logistics management? 10. Who does middle management staff comprise?

Exercise 10. *Translate the sentences into English.*

1. Упродовж формування та реалізації логістичної стратегії підприємства система управління логістикою стає дуже важливою. 2. Управління логістикою також пов'язане з персоналом, який керує логістичним процесом. 3. Персонал нижчої ланки управління включає менеджерів з логістики, аналітиків-статистиків та допоміжний персонал. 4. Здатність логістичної системи адаптуватися до мінливих умов навколишнього середовища є важливою складовою управління логістикою. 5. Практична реалізація принципів управління логістикою допомагає досягти підвищення організаційної та економічної стабільності

підприємства. 6. Запровадження ефективної інформаційної бази є одним з основних принципів управління логістикою. 7. Система управління повинна поєднувати послідовність дій управлінського персоналу, відповідних функціональних підрозділів та логістичних посередників.

Exercise 11. *Work in pairs to compose a dialogue on "Logistics management system".*

Exercise 12. *Memorize the basic vocabulary to text 2.*

management body	керівний орган
at the expense of	за рахунок
performer	виконавець
warehousing	складування
capability	можливість, спроможність
to gain a competitive advantage	отримати конкурентну перевагу
to pursue an objective	переслідувати ціль
systematicity	систематичність
material flow management	управління матеріальними потоками
labor resources	трудові ресурси
determination	визначення
imbalance	дисбаланс, незбалансованість
forecasting	прогнозування
volume of production	обсяг виробництва, продукції
expected	очікуваний

improvement	поліпшення, покращення
current goals	поточні цілі
to redirect	перенаправляти, переспрямувати
closely interact	тісно взаємодіяти
content	зміст
effort	зусилля

Exercise 13. *Read and translate text 2.*

Text 2

LOGISTICS MANAGEMENT SYSTEM OBJECTIVES

The main objective of logistics management is to concentrate the capabilities of the management bodies on gaining competitive advantages and benefits at the rational management expense.

The objectives of logistics management are achieved by accomplishing clearly formulated and understandable tasks to the performers, terms of and approaches to their implementation, and measuring the expected result. Following the principle of systematicity, the said tasks should be interconnected and aimed at pursuing a single main objective of logistics management.

General tasks of logistics management include:

- implementation of the thorough control of flow processes in logistics systems;
- development and improvement of methods of material flow management;
- forecasting of volumes of production, transportation, stocks, etc.;
- the determination of the imbalance between the production needs and the logistics capabilities;
- standardization of requirements for the quality of services and individual operations;
- rational formation of economic ties;

- definition of points of concentration of time, material, labor and money resources;
- optimization of technical and technological structure of transport and warehouse complexes;
- definition of strategy and technology of physical movement of material resources, semi-finished products, finished products;
- formalization of current (operational) goals and parameters of the logistics system's functioning.

Logistic management for strategic and operational goals and objectives (management of the process of material resources procurement, production and marketing of finished products) is closely linked to all the functional components of the enterprise management (investment, innovation, production, financial, information, personnel).

Logistics management integrates logistics functions, processes, spheres of activity, etc. To implement the logistics functions at the enterprise, many of its departments are involved: marketing, logistics, planning, economic, production, sales, financial department, transport and warehousing. Therefore, a department or group of logistics should closely interact with different services of the enterprise for efficient management of logistics processes. The integration mission of logistics changes the content of the activities of individual functional units, redirects the activities of functional managers to integrate efforts.

Exercise 14. *Match the English-Ukrainian equivalents.*

- | | |
|--------------------------|-----------------------|
| 1) redirect | a) економічні зв'язки |
| 2) sales department | b) якість послуг |
| 3) labor resources | c) обсяги виробництва |
| 4) performers | d) складування |
| 5) economic ties | e) прогнозування |
| 6) quality of services | f) дисбаланс |
| 7) volumes of production | g) перенаправляти |
| 8) warehousing | h) відділ продажу |
| 9) imbalance | i) трудові ресурси |
| 10) forecasting | j) виконавці |

Exercise 15. *Give Ukrainian equivalents.*

management bodies, warehousing, redirect the activities, finished products, labor resources, capabilities, gain competitive advantages, expected result, efficient management, integrate efforts, improvement of methods, forecasting volumes of production, imbalance, marketing department, pursue an objective, technical and technological structure, closely interact.

Exercise 16. *Give English equivalents.*

фінансовий відділ, виробничі потреби, сфери діяльності, перенаправляти, логістичні можливості, об'єднувати зусилля, чітко формулювати завдання, різні служби підприємства, транспортно-складський комплекс, змінювати зміст діяльності, виробничий відділ, термін реалізації завдань, за рахунок, персонал підприємства, очікуваний результат.

Exercise 17. *Fill in the gaps in the sentences with the appropriate words from the box:*

integrates, single objective, particular tasks, functional units, volumes of production, enterprise management, competitive advantages
--

1. Logistics management ... logistics functions, processes, spheres of activity, etc. 2. The integration mission of logistics changes the content of the activities of individual, redirects the activities of functional managers to integrate efforts. 3. The main objective of logistics management is to concentrate the capabilities of the management bodies on gaining at the expense of rational management. 4. Clearly formulated and understandable tasks to the performers should be interconnected and aimed at pursuing a of logistics management. 5. General tasks of logistics management include rational formation of economic ties, development and improvement of methods of material flow management; forecasting of, etc. 6. Logistic management for strategic and operational goals is closely linked to all the functional components of the (investment, innovation, production, financial, information, personnel). 7. Achievement of the objectives of logistics management should be supported by

Exercise 18. *Guess the terms through the definition.*

1. The act of storing goods that will be sold or distributed later.
2. Something that one's efforts or actions are intended to accomplish;

purpose; goal. 3. Goods that have completed the manufacturing process but have not yet been sold to the end user. 4. The part of supply chain management that plans, implements and controls the efficient flow and storage of goods. 5. The act of obtaining or buying goods. 6. The process of making goods to be sold. 7. The part of a company that manages its money resources; it usually produces the company's financial statements.

Exercise 19. *Answer the questions on text 2.*

1. What is the main objective of logistics management? 2. What should be the logistics goals of any company? 3. Does logistics management integrate logistics functions, processes and spheres of activity? Why? 4. What departments are involved in the implementation of logistics functions? 5. What is the integration mission of logistics? 6. What does logistics department closely interact with? Why? 7. What functional components of the enterprise management are closely linked to logistics management? 8. What does a logistics manager do?

Exercise 20. *Translate the sentences into English.*

1. Основна мета управління логістикою полягає у зосередженні можливостей органів управління на отриманні конкурентних переваг за рахунок раціонального керування. 2. Досягнення цілей логістичного менеджменту має підтримуватися конкретними завданнями, які чітко сформульовані й зрозумілі виконавцям. 3. Управління логістикою тісно пов'язане з усіма функціональними складовими управління підприємством, а саме інвестиціями, інноваціями, виробництвом, фінансами та персоналом. 4. Відділ логістики повинен тісно взаємодіяти з різними службами підприємства для ефективного управління логістичними процесами. 5. Управління логістикою об'єднує логістичні функції, процеси та сфери діяльності. 6. Загальні завдання управління логістикою включають здійснення контролю поточних процесів у логістичних системах, розробку методів управління матеріальними потоками та прогнозування обсягів виробництва, транспортування, запасів тощо. 7. Багато відділів підприємства залучено для реалізації логістичних функцій.

Exercise 21. *Write a summary of text 2.*

Exercise 22. Memorize the following words to text 3.

to have an opportunity	мати можливість
debatable	спірний, дискусійний
to distinguish	відрізняти
pricing policy	цінова політика
modes of transportation	види транспорту, види/способи транспортування (перевезення)
location	місцезнаходження
to affect	впливати
logistics network	логістична мережа
interrelated	взаємопов'язаний
to stimulate	стимулювати
to manifest	виявляти(ся), демонструвати
justification	обґрунтування
retailer	роздрібний продавець
wholesale	опт

Exercise 23. Read and translate text 3.

Text 3

Planning, management, control and the logistics process itself are closely interrelated with other types of activities in the enterprise.

The most closely interconnected are marketing and logistics. The relationship between logistics and marketing is debatable. There are different points of view, such as: logistics is a part of marketing; marketing is a part of logistics; logistics and marketing belong to different spheres; logistics and marketing have common areas.

According to many researchers, logistics and marketing should be regarded as independent sciences, types of activities that are both common and specific for each sphere.

Tasks for the development of goods and pricing policies, distribution organization should be addressed by logistics and marketing specialists

jointly. Product assortment defined the marketing strategy may change the structure of logistic chains, types of vehicles and modes of transportation. This may lead to changes in logistics costs and commodity prices.

The interaction of marketing and logistics can also be presented in the form of a relationship of marketing and logistics mixes in order to meet the requirements of consumers.

There is a direct relationship between components of the marketing complex, such as product, location and price (costs).

Costs of warehousing, cargo handling and transportation costs affect the prices of goods. An efficient logistics network creates opportunities for timely deliveries of advertised goods, involvement of dealers and buyers. Therefore, marketing decisions must be agreed with the logistics manager. Guided by the concept of marketing, the company's specialists create, stimulate demand, and when using the concept of logistics, they have the opportunity to satisfy it with minimal logistics costs.

The integration of marketing and logistics is manifested both in strategic management in the process of forming an integrated structure of the marketing and logistics network and justification of marketing and logistics strategies. For example, in shaping a marketing strategy, it is necessary to segment the markets in order to distinguish consumer groups according to the requirements of the logistics service.

Exercise 24. Match the English-Ukrainian equivalents.

- 1) stimulate
- 2) logistics network
- 3) transportation costs
- 4) timely delivery
- 5) advertised goods
- 6) product assortment
- 7) involvement of dealers
- 8) affect the prices
- 9) marketing strategy
- 10) pricing policy

- a) асортимент продукції
- b) залучення дилерів
- c) цінова політика
- d) маркетингова стратегія
- e) впливати на ціни
- f) транспортні витрати
- g) логістична мережа
- h) стимулювати попит
- i) своєчасна доставка
- j) рекламовані товари

Exercise 25. Give Ukrainian equivalents:

justification of marketing and logistics strategies, location, pricing policies, the process of forming an integrated structure, to affect the

prices of goods, to segment the markets, the integration of marketing and logistics, to distinguish, modes of transportation, to have an opportunity, costs of warehousing, distribution, logistic chains, types of vehicles, debatable, manifest, justification, involvement, product assortment, logistics mix.

Exercise 26. *Give English equivalents:*

відповідно до вимог, логістична мережа, мінімальні витрати на логістику, вантажно-розвантажувальні роботи, рекламовані товари, залучення дилерів, потреби споживачів, покупці, обґрунтування логістичної стратегії, впливати на ціни товарів, планування, проявлятися у стратегічному управлінні, взаємопов'язані види діяльності, складування.

Exercise 27. *Fill in the gaps in the sentences with the appropriate words from the box:*

logistics costs, marketing complex, modes of transportation, requirements of consumers, advertised goods, consumer groups, interrelated

1. Planning, management, control and the logistics process itself are closely ... with other types of activities in the enterprise. 2. Product assortment defined the marketing strategy may change the structure of logistic chains, types of vehicles and 3. It is necessary to segment the markets in order to distinguish according to the requirements of the logistics service. 4. The company's specialists have the opportunity to satisfy the concept of logistics with minimal 5. There is a direct relationship between components of the, such as product, location and price (costs). 6. An efficient logistics network creates opportunities for timely deliveries of, involvement of dealers and buyers. 7. The interaction of marketing and logistics can also be presented in the form of a relationship of marketing and logistics mixes in order to meet the

Exercise 28. *Guess the terms through the definition.*

1. An organization's strategy that combines all of its marketing goals into one comprehensive plan. 2. The system of organizations or operations that work together to design, produce and deliver a product to a market. 3. The movement of goods from the source through a channel, right up to the final customer or user. 4. Different types of products that a business makes or a retailer offers for sale. 5. The consumer's desire

and ability to purchase a good or service. It is the underlying force that drives economic growth. 6. A person or a firm that buys goods from a producer or distributor for wholesale or a retail reselling. 7. The amount of money that you have to pay in order to buy it.

Exercise 29. *Find in text 3 words that can function both as nouns and verbs.*

Exercise 30. *Answer the questions on text 3.*

1. What types of activities are closely interrelated in the enterprise?
2. Why is the relationship between logistics and marketing debatable?
3. Should logistics and marketing be regarded as independent sciences? Why?
4. What affects the prices of goods?
5. Does an efficient logistics network create opportunities for timely deliveries of advertised goods? How?
6. What may change the structure of logistic chains?
7. What is marketing?
8. What may lead to changes in logistics costs and commodity prices?
9. The integration of marketing and logistics is manifested in strategic management, isn't it?
10. Is it necessary to segment the markets? Why?

Exercise 31. *Translate the sentences into English.*

1. Планування, управління, контроль і сам логістичний процес тісно пов'язані з іншими видами діяльності підприємств.
2. На думку багатьох дослідників, логістику і маркетинг слід розглядати як самостійні науки.
3. Найбільш тісно взаємопов'язаними видами діяльності є маркетинг і логістика.
4. Завдання щодо розвитку товарів і цінової політики, організації розподілу повинні вирішуватися спільно спеціалістами з логістики та маркетингу.
5. Ефективна логістична мережа створює можливості для своєчасної доставки рекламованого товару, залучення дилерів та покупців.
6. При формуванні маркетингової стратегії необхідно сегментувати ринки з метою розрізнення груп споживачів відповідно до вимог логістичного обслуговування.
7. Витрати на складування, вантажно-розвантажувальні роботи та транспортні витрати впливають на ціну товарів.

Exercise 32. *Work in pairs to speak on logistics management objectives and tasks.*

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