

## **Defensive Management in Textiles and Clothing Industry**

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**Aims:** To demonstrate how things can go wrong.

To prevent things from going wrong.

**Loading:** Lecture Hours: 36 Hrs  
Tutorial: 6 Hrs

**Emphasis:** Theory plus case study  
Concentrate on case study

**Attendance:** Minimum 70% required

### **Format of Lecture:**

Lecture:

- . revision of key concepts
- . present a case and initiate the discussion
- . use theory to explain the type of mistake students make
- . reconfirm their understanding using another case
- . tutorial is used for further discussion on the exercise

Tutorial:

- . addition case
- . Q & A

### **Assessment:**

Course work: 40%

Final examination: 60% answer 4 out of 8 questions

**Contact:** Department Homepage: [www.itc.polyu.edu.hk](http://www.itc.polyu.edu.hk)

Roger Ng (<http://www.acad.polyu.edu.hk/~tcngr>)

Subject: General theory and Merchandising

Room: QT610 Tel: x6532

Jimmy Lam

Subject: Textile technology

Room: ST719 Tel: x6439

Daniel Tsun

Subject: Coloration and Finishing

Room: ST708 Tel: x6516

Ng H.M.

Subject: Clothing manufacturing

Room: QT726 Tel: x6466

## Defensive Management in Textiles and Clothing Industry

### Contents of Lectures:

<b>LECTURE on Thu 5:30-6:30</b>		<b>TOPIC AND ACTIVITIES</b>	<b>STAFF</b>
#1 1.Feb.01 8.Feb.01	M	<b>Introduction of the theory of defensive management &amp; Techniques in problem identification</b>	RN
#2 15.Feb.01 22.Feb.01	M	<b>Introduction of Quotation of trading company &amp; Defensive techniques for trading company</b>	RN
#3 1.Mar.01 8.Mar.01	M	<b>Common problems with contract &amp; Problems and alternatives in financing the order</b>	RN
#4 15.Mar.01	M	<b>Sampling of garment: avoiding problems from fashion designer, and other source</b>	RN
#5 22.Mar.01	M	<b>Documentation flow: from textile mills to retail shops</b>	RN
#6 29.Mar.01	M	<b>Logistic: Quota/Import/Export/Shipment method &amp; Evaluation of Orders</b>	RN
#7 12.Apr.01	M	<b>Defensive Techniques in Marketing &amp; Retailing</b>	RN
#8 19.Apr.01 26.Apr.01	T	<b>Tutorial (preparation and discussion)</b>	RN

<b>LECTURE on Fri 12:30- 2:30</b>		<b>TOPIC AND ACTIVITIES</b>	<b>STAFF</b>
#1 2.Feb.01	M	Introduction of Quotation of textile & Clothing Industry	JL
#2 9.Feb.01	M	Sampling of textile fabrics: avoiding problems from textile designer	JL
#3 16.Feb.01	M	Preparation and planning of quality control in textile mills	JL

## Defensive Management in Textiles and Clothing Industry

LECTURE on Fri 12:30- 2:30		TOPIC AND ACTIVITIES	STAFF
#4 23.Feb.01	M	Production of woven textiles Production of knitted textiles	JL
#5 2.Mar.01	M	Introduction of Quotation of coloration and finishing mills & Defensive techniques for coloration and finishing mills	DT
#6 9.Mar.01	M	Sampling of finishing: avoiding technical problem	DT
#7 16.Mar.01	M	Preparation and planning of quality control in wet processing mills	DT
#8 23.Mar.01	M	Coloration and finishing of textiles Coloration and finishing of garments	DT
#9 30.Mar.01	M	Sampling of garment: avoiding problems from production	NHM
#10 16.11.99	M	Introduction of Quotation of clothing manufacturer & Defensive techniques for clothing manufacturer	NHM
#12 6.Apr.01	M	Preparation and planning of quality control in garment manufacturing	NHM
#13 20.Apr.01	M	Production of cut and sewn woven wear and knitwear Production of fully fashioned knitwear	NHM
#14 27.Apr.01	M	Off shore production Sub-contracting	NHM
#19 4.May.01	T	Tutorial (Actual Discussion)	JL, DT, NHM
#20 11.May.01	T	Tutorial (Actual Discussion)	JL, DT, NHM

**Key:**

RN - Roger Ng,  
NHM - Ng H.M.

JL - Jimmy Lam,

DT - Daniel Tsun,