

## **The Interdisciplinary Decision Map - A Reference Model for Production, Logistics and Traffic**

Authors:

Manfred Boltze

Professor, Transport Planning and Traffic Engineering, Technische Universität Darmstadt

Otto-Berndt-Straße 2, 64287 Darmstadt, Germany

Phone: +49 61 51 16 20 25, Fax: +49 61 51 16 46 25, Email: boltze@verkehr.tu-darmstadt.de

Frederik Rühl (corresponding author)

Research Assistant, Transport Planning and Traffic Engineering, Technische Universität Darmstadt

Otto-Berndt-Straße 2, 64287 Darmstadt, Germany

Phone: +49 61 51 16 75 25 8, Fax: +49 61 51 16 46 25, Email: ruehl@verkehr.tu-darmstadt.de

Ulrich Berbner

Research Assistant, Supply Chain and Network Management, Technische Universität Darmstadt

Hochschulstraße 1, 64289 Darmstadt, Germany

Phone: +49 61 51 16 73 68, Fax: +49 61 51 16 65 03, Email: berbner@bwl.tu-darmstadt.de

Hanno Friedrich

Junior Professor, Commercial Transport, Technische Universität Darmstadt

Otto-Berndt-Straße 2, 64287 Darmstadt, Germany

Phone: +49 61 51 16 20 25, Fax: +49 61 51 16 46 25, Email: friedrich@verkehr.tu-darmstadt.de

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**1 ABSTRACT**

2 Due to strong interdependencies between production, logistics and traffic, a decision in one of  
3 these fields has impacts on the others. However, decision makers in and around today's supply  
4 chains rarely consider effects of their decisions on other participants of the supply chain or the  
5 traffic system. Thus, a tool for decision support, which clearly illustrates the variety of impacts  
6 of a decision, is highly desirable. Accordingly, this paper presents a reference model in the  
7 context of production, logistics and traffic, called Interdisciplinary Decision Map (IDM). The  
8 IDM allows for describing and analyzing interdisciplinary impacts of decisions across the  
9 disciplines. Thus, it can serve as decision support tool for decision makers out of the considered  
10 domains. The IDM's applicability is demonstrated by using it to analyze selected impacts of an  
11 HGV toll's introduction on production, logistics and traffic.

## 1 INTRODUCTION

2 There has always been a strong interference between economic activities and the transport  
3 system (1) and especially decisions in supply chains do usually not stand for their own but are  
4 highly interrelated (2). This holds especially true due to newer supply chain concepts such as just  
5 in sequence and developments towards lean supply chains, which have increased supply chain  
6 complexity over the past years (3, 4). Accordingly, decisions by one decision maker impact other  
7 decision maker's actions. E.g. decisions on the production program indirectly determine the need  
8 for transport. The transport service provider fulfills this demand and takes decisions such as  
9 route choice, which have an impact on the traffic system. Vice versa, traffic measures as for  
10 instance truck bans or HGV tolls can influence production processes and related transports in  
11 multiple ways. In case of implementation, companies will have to adapt their processes to new  
12 conditions to avoid problems or raising costs. Notwithstanding the above, both companies and  
13 transport-related public authorities rarely take other participant's needs into account when  
14 making decisions (5, 6). However, it is desirable to optimize decision making processes not only  
15 within a single discipline (production, logistics, traffic) but to realize a coordinated decision that  
16 takes the objectives of various probably affected decision makers into account. Derived from  
17 decision theory, decision processes including decision makers from different disciplines will be  
18 further addressed as interdisciplinary decision making (7).

19 The reasons for the lack of interdisciplinary decision making are numerous and can be  
20 attributed to the fields human, structure and technology (7). All those factors can either facilitate  
21 or impede interdisciplinary decision making. For example, decision makers who have  
22 experienced an interdisciplinary education are more likely to consider interdisciplinary effects of  
23 their decisions than others. Also, interdisciplinary structures such as comprehensive working  
24 groups can facilitate interdisciplinary decision making. Nonetheless, in order to increase  
25 effectiveness and efficiency of decisions, well-educated employees and adequate structures are  
26 not enough: Methods and instruments (technologies) are needed in order to support decision  
27 makers especially in case of rather complex decision problems.

28 Suitable approach in this context is the use of reference models. Reference models  
29 structure specific vocabulary, decision spaces and processes and thus, shape a common and  
30 consistent understanding among decision makers within one discipline (8). In the  
31 interdisciplinary context, only few such models do exist. One example is the Supply Chain  
32 Operations Reference Model (SCOR), which includes decision variables and processes from the  
33 logistics and production domain (9). However, there is no model describing interrelations  
34 between production, logistics and traffic.

35 Hence, this paper aims to propose a reference model which, first, allows for a common  
36 understanding among decision makers for the interdisciplinary domain of production, logistics  
37 and traffic. Second, the model shall allow decision-makers from that interdisciplinary domain to  
38 describe and understand impacts of own decisions across the disciplines. Thus, for instance,  
39 potential users of the presented model may be decision-makers in planning agencies who assess  
40 the effectiveness of city logistics measures as well as companies who need to estimate impacts of  
41 decisions made by their supply chain partners on their own business processes.

42 The development of such an integrated model is complex due to different and sometimes  
43 contrary requirements: On the one hand, claiming completeness requires the smallest details. The  
44 model must support aggregated as well as fine-grained impact analyses, since decisions are made  
45 on different levels of granularity. For example, the impact analysis for adaptive traffic signal

1 control as short-term decision has other requirements than the one for analyzing impacts of  
2 clustering firms within land use management. On the other hand, subsequent users require  
3 usability and low complexity. A transport planner pondering over a decision for a truck ban, for  
4 example, is only interested in significant impacts, not in eventualities. Consequently, since  
5 comprehensibility and usability suffer from a too excessive degree of complexity, the model  
6 must be limited to the information necessary for the user. Since the model shall be used in  
7 different disciplines, flexibility to determine the level of detail in different parts of the  
8 framework is required.

9 As extension of Rühl et al. (2013) (10), the reference model presented in this paper  
10 provides a structural framework for mapping decisions from the disciplines production, logistics  
11 and traffic as well as a modeling language for describing interrelations between those decision  
12 variables. Since the developed reference model allows for mapping individual decisions and for  
13 locating interrelations of those decisions, it will be further referred to it as the Interdisciplinary  
14 Decision Map (IDM).

15 In the following, an overview is given concerning interdisciplinary decision making.  
16 Based on underlying theories, requirements for the IDM as an adequate reference model are  
17 derived. Subsequently, it is shown how the IDM was developed based on theory and a case study  
18 approach and how it was validated using interdisciplinary scenarios. Furthermore, the IDM's  
19 application is illustrated by the example of the introduction of HGV tolls and its impacts on  
20 business processes. The paper closes with findings and an outlook on future extendibility and  
21 utilization of the developed reference model.

## 22 UNDERSTANDING INTERDISCIPLINARY DECISIONS AND THEIR INTER- 23 RELATIONS

### 24 Existing Reference Models in the Context of Production, Logistics and Traffic

25 Challenges for interdisciplinary reference models are the differing research goals and the diverse  
26 cultural imprints of the considered fields of research, but also a lack of knowledge concerning  
27 the opposite research fields and the existing terminology (11). This holds true for all practical  
28 circumstances where decisions have to be made in an interdisciplinary context (7, 12).

29 Various research fields and research disciplines utilize so-called reference models or  
30 ontologies to facilitate a common understanding of their domain. While reference models usually  
31 describe relevant elements with their characteristics and provide a common language for  
32 describing interrelations, ontologies also define hierarchical or constitutional relations between  
33 their elements (13). In literature, reference models are described as “abstract frameworks for  
34 identifying and defining concepts, as well as significant relationships among the entities of a  
35 domain“ (14). Examples are the abovementioned SCOR model (9) or GenCLON, an ontology  
36 that has been developed to model stakeholders and their objectives in city logistics (15).

37 Reference models are always designed to fulfill a certain purpose, e.g. the SCOR model's  
38 purpose is to support supply chain experts with a standardized terminology that helps them to  
39 achieve a holistic supply chain understanding and to develop integrated supply chain models  
40 (16). While there are already recent modeling approaches that integrate limited aspects from  
41 production, logistics and traffic (e.g. 17, 18), most approaches do not represent general reference  
42 models. Instead they are usually highly abstracted and build by researchers from a certain  
43 discipline to fulfill a very narrow task (e.g. optimized tour planning). Describing such a reference  
44 model that enables to analyze the various interdependencies from an interdisciplinary

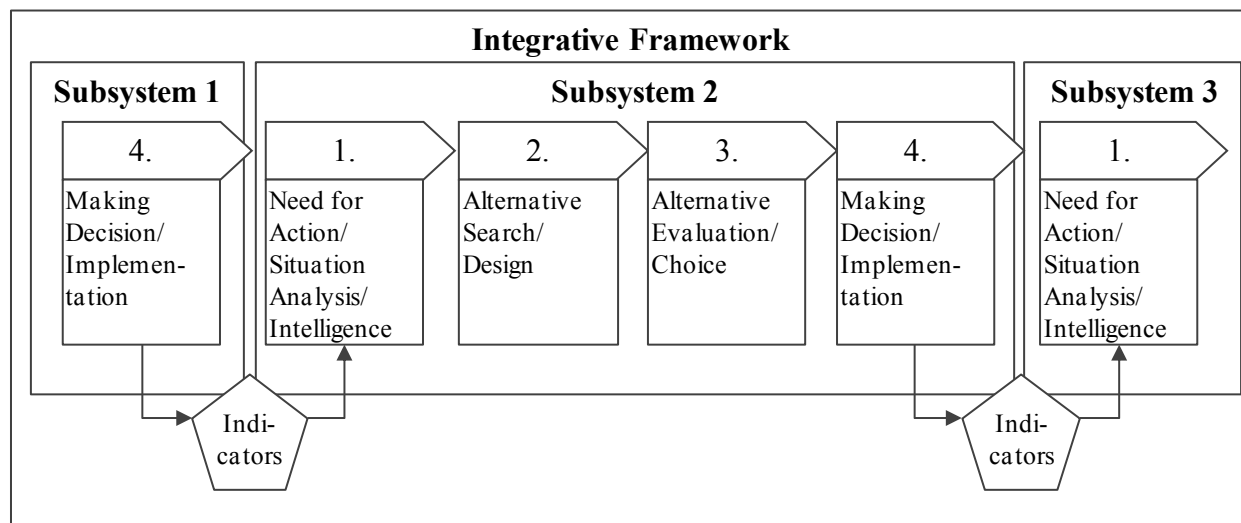
1 perspective, i.e. including researchers and practitioners from production, logistics and traffic, is  
2 goal of this paper.

### 3 **Systems Theory and Interdisciplinary Decisions**

4 Systems theory and decision theory can be utilized in order to build the theoretical foundation for  
5 such a general reference model, while Porter's value chain model (19) can serve as a structural  
6 framework.

7 Systems theory is a universal approach (20), where a system can be seen as interlinked  
8 items or subsystems, which are separated from their environment (20, 21). In case of open  
9 systems, the system's border can be seen as a permeable membrane, which allows the system to  
10 interfere with its environment (22). Those interferences can be described by input and output  
11 relations, which e.g. might represent flows of information or materials (23). While those  
12 interferences, which are also referred to as structural linkages (24), do not allow a system to  
13 directly influence items in another system, external influences can enforce internal changes (20).  
14 Structural linkages can be differentiated into loose couplings and strict couplings. In case of the  
15 latter, the information received by one system (input) equals the information sent by another  
16 system (output) (24). In practice, this only holds true for limited cases. Usually, information has  
17 to be translated on its way from one system to another.

18 Decisions or decision outcomes can provide a structural linkage between various  
19 subsystems, since decisions are highly interrelated in the interdisciplinary context (2). Decisions  
20 in one system are usually triggered by a change, which is either caused by the environment or by  
21 another decision with relevance to the decision maker's domain.  
22



23 **FIGURE 1 Interdisciplinary Decisions in the Integrative Framework of Production,**  
24 **Logistics and Traffic (8).**  
25  
26

27 Speaking in terms of the decision making process, the last step of the inducing process (making  
28 decision/implementation) is directly linked with the first step of the triggered decision making  
29 process (need for action/situation analysis/intelligence) (Figure 1). A decision's impacts are  
30 usually monitored by various performance indicators. General indicators, which are used broadly  
31 over various disciplines, are quality, flexibility, cost and time (25). These indicators have always

1 to be seen in their relevant context, e.g. costs in logistics might have a different meaning from  
2 costs in production. For examples of performance indicators from the different domains see  
3 (26-28). Hence, as stated above, to describe the structural coupling between two systems,  
4 multiple translation processes are required: A decision will be measured by indicators  
5 (translation 1), the indicator in one system will be translated to another system (translation 2) and  
6 then this indicator will be interpreted (translation 3) and can trigger other decisions.

7 The role of decisions concerning the structural linkage between various subsystems has  
8 been studied in the research project Dynamo PLV (12). Actors studied in Dynamo PLV comprise  
9 decision makers from public authorities (relevant for the traffic domain) and companies (relevant  
10 for the production and logistics domain). Companies are not merely split up into production and  
11 logistics departments, but rather build on a more complex and heterogeneous structure, which  
12 Porter (1985) (19) tried to reflect by his interpretation of the value chain. The research in  
13 Dynamo PLV has revealed, that e.g. departments like production, sourcing or inbound logistics  
14 do not share the same decision space nor objectives even so decisions made in one department  
15 often affect decisions in another (7). Zuber et al. (2014) provide further evidence, that the model  
16 of Porter adequately reflects the domains and decision spaces of decision makers in production,  
17 logistics and traffic by applying methods of network analysis to an interdisciplinary decision  
18 network (8). Also, Porter's model is well established and well known in all the disciplines  
19 addressed by the framework.

20 A decision maker's decision space is tightly bound to his decision domain and thus  
21 defined by the function he is working in (7). There are different approaches to structure decisions  
22 and decision spaces, one of the most common is the so-called Leavitt Diamond (29). Leavitt  
23 categorizes decisions into human, structure and technology (30). Decisions in the area human  
24 can e.g. address staff qualification measures, decisions in the area structure might affect  
25 processes or the organizational structure, while decisions in the area technology include the  
26 introduction of new technological equipment, e.g. new IT systems.

## 27 **Requirements for a Reference Model in the Context of Production, Logistics and Traffic**

28 Based on the findings derived from theory, the following requirements for a comprehensive  
29 reference model for production, logistics and traffic can be summarized:

30 • Decision makers often lack the understanding of the decision variables from other  
31 disciplines. Hence, the reference model should include a structural framework or decision map,  
32 which gives an overview of the existing subsystems and the decision makers' decision spaces.

33 • In order to facilitate a common and easy understanding of the framework, it should be  
34 aligned to an existing model, which is already used in research and practice and well known in  
35 the disciplines production, logistics, and traffic. Hence, the reference model should adapt  
36 decision domains as functional units of the company as described by Porter (19). Since traffic is  
37 not in scope of Porter's model, it needs to be implemented as a separate decision  
38 domain/subsystem.

39 • In order to enhance the understanding of the substantial number of possible decision  
40 variables, they should be grouped by using a common structure. Hence, the reference model  
41 should adapt Leavitt's Diamond by grouping decision variables into the fields human, structure  
42 and technology.

- 1           • The interdisciplinary impacts of decisions are not well understood. Hence, the  
2 reference model should provide a method to describe structural linkages between two or more  
3 systems.

#### 4 **METHODOLOGY**

5 In order to develop the IDM, a stepwise research approach was implemented.

6           As a first step, based on the theoretical findings presented above, a structure was  
7 developed to map the decision spaces of the different systems. The structure heavily leans on  
8 Porter's value chain while it also allows do distinguish between decision variables and  
9 performance indicators. Furthermore, the structure enables to group decision variables by the  
10 dimensions human, structure and technology. Also, a modeling language was developed that  
11 allows a systematical description of interrelations between decision variables. By using this  
12 modeling language, the impacts of decisions can be visualized as impact chains.

13           In a second step, the reference model was filled with actual decision variables from  
14 production, logistics and traffic based on literature review and case studies with industrial  
15 companies from the mechanical engineering and automotive industry, several transport service  
16 providers as well as transport-related public authorities.

17           Finally, the developed framework was validated by defining 20 scenarios which deal with  
18 various disciplinary decisions and their interdisciplinary dependencies, i. a. the modification of  
19 the means of transport in a certain production process, the adjustment of a distribution network  
20 or the introduction of HGV tolls. In doing so, the collection of decision variables and indicators  
21 was consolidated, a variety of interdisciplinary dependencies was added and significant  
22 interrelations between the given decision variables could be identified.

#### 23 **INTERDISCIPLINARY DECISION MAP FOR PRODUCTION, LOGISTICS AND** 24 **TRAFFIC**

##### 25 **Elements of the Interdisciplinary Decision Map**

26 The IDM consists of three elements: The first element is the structural framework, which  
27 facilitates the collection and location of decision variables in the interdisciplinary decision space.  
28 The second element is the modeling language, which can be used to describe interrelations. The  
29 third element is the empirical data comprising decision variables, performance indicators and  
30 actual interrelations.

##### 31 **Structural Framework**

32 The Fig. 2 shows the structural framework with its two-layered design, including decision  
33 variables on the first layer and indicators on the second.

34           The separation into decision variables and indicators follows the idea stated above, that  
35 decisions themselves are often invisible, especially to decision makers from other subsystems.  
36 Hence, decision outcomes are usually controlled or communicated by (measurable) performance  
37 indicators. While decision variables can be directly influenced by decisions (e.g., production  
38 strategy), indicators reflect measurable observations (e.g., produced pieces/minute). Often, a  
39 decision made does not only affect a single but multiple performance indicators.

	Freight Transport	Purchasing	Inbound logistics	Production	Intra-logistics	Outbound Logistics	Sales	
Decisions variables	People	Dx						
	Structure					Dy		
	Technology							
Indicators	Performance							
	Economic Efficiency	Ix					Iy	
	Safety, Reliability, Flexibility							
	Social and Environmental Impacts							

1  
2 **FIGURE 2 Structural Framework of the Interdisciplinary Decision Map.**

3  
4 The IDM's structure is aligned towards Porter's value chain (19). Based on that, the considered  
5 corporate subsystems - purchasing, inbound logistics, production, intra-logistics, outbound  
6 logistics and sales - are embedded into the freight transport system (see upper part  
7 of Fig. 2).

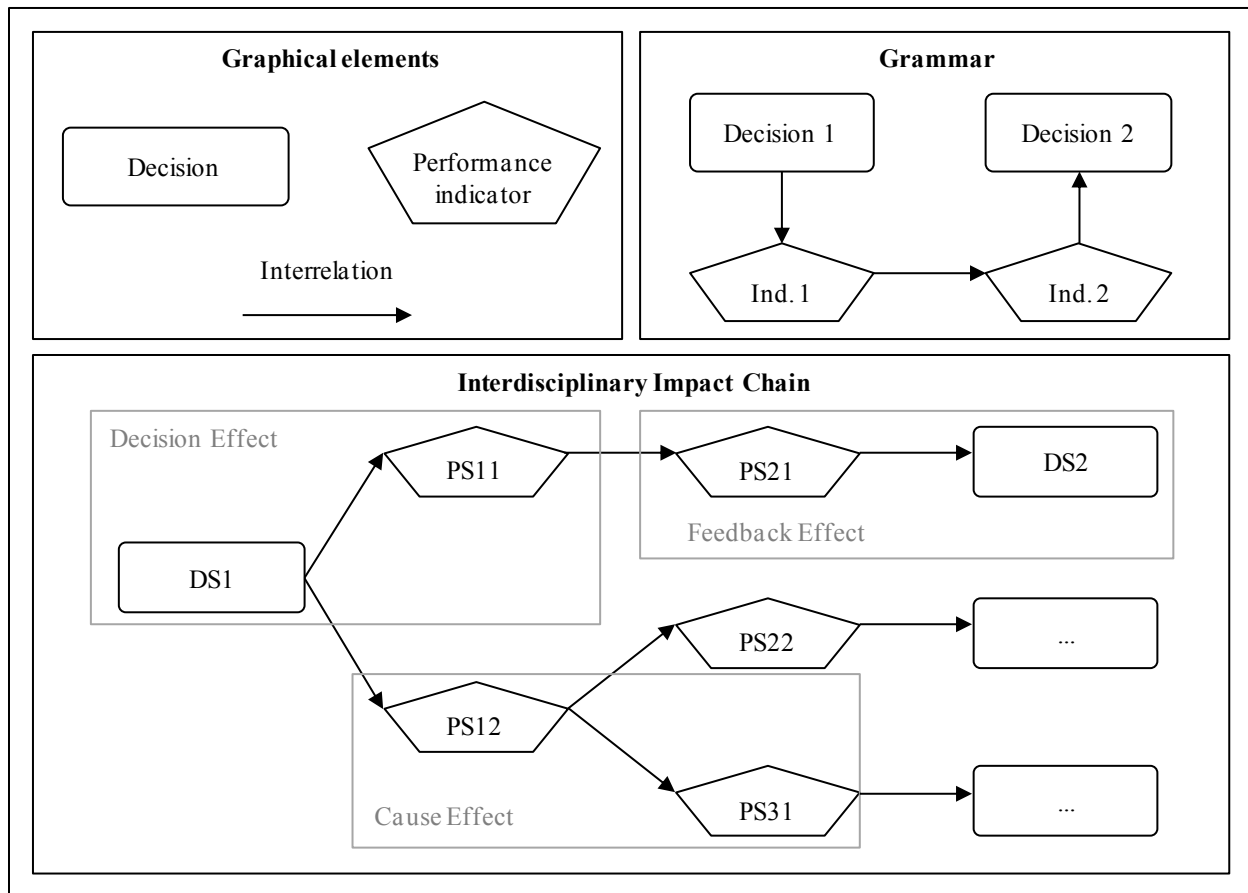
8 To ensure comparability and, hence, to enable analyses of interrelations of decisions,  
9 Leavitt's diamond (29) is used to structure decisions within the subsystems. Consequently, the  
10 IDM allows the analysis of impacts of decisions related to people, structure or technology  
11 assuming a fixed task of a system given by its definition.

12 Furthermore, performance indicators are used to be able to evaluate decision's impacts.  
13 For this purpose, an indicator layer with quantifiable indicators for each system is integrated  
14 (lower part of Fig. 2). Similar to the layer of decision variables, also for the second layer a  
15 mutual structuring is needed. For this, subcategories 'performance' (e.g. capacities for  
16 production resources), 'economic efficiency' (e.g. cost, revenues), 'safety, reliability, flexibility'  
17 and 'social and environmental impacts' are suggested, following the four major goals of  
18 transport planning (31).

## 19 Modeling Language

20 A modeling language allows for describing the impacts and interrelationship between two  
21 decisions. As previously mentioned, the modification of a decision variable will always have an  
22 impact on at least one performance indicator. If not, the decision would either be completely  
23 irrelevant and could be excluded from the IDM, or the IDM would be missing a relevant  
24 performance indicator to allow for measuring the decision's results. The subsequent change of a  
25 performance indicator might be observed either by decision makers in the same system or by  
26 decision makers in other systems triggering follow-up decisions. In case of the latter,  
27 performance variables of one system are often not transparent to decision makers from another  
28 system. In those cases, often a structural linkage between multiple performance indicators can be





**FIGURE 3 Modeling Language for Modeling Interdisciplinary Impact Chains.**

observed. E.g. in practice, the indicator production lot size is usually directly linked to the indicator production cycle time. Taking this fact into account, a grammar to describe interrelations ( $\rightarrow$ ) between decision variables  $D$  between two systems  $S$  including various performance indicators  $P$  looks like the following:

$$G: DS1 \rightarrow PS1 \rightarrow PS2 \rightarrow DS2$$

This grammar implies that decision  $DS1$  influences performance indicator  $PS1$  (called decision effect). The performance indicator  $PS1$  might not be directly observable by a decision maker from another system but a structural link between  $PS1$  and the observable indicator  $PS2$  (called cause effect) might exist. When a change of  $PS2$  is observed, a decision maker might react by making another decision  $DS2$  (called feedback effect).

Of course, there are some cases, where an adjacent decision maker can directly observe a performance indicator  $PS1$ . In order to keep up with the developed structure of the modeling language, we suggest to use Grammar  $G^*$  to describe these types of interrelations:

$$G^*: DS1 \rightarrow PS1 \rightarrow PS1 \rightarrow DS2$$

1 Following this grammatical rule or modeling language, interrelations can be easily visualized  
2 inside the IDM, as illustrated in Fig. 2. Combining multiple interrelations allows for modeling  
3 interdisciplinary impact chains.

4 As shown in Fig. 2, displaying interrelations inside the IDM is quite intuitive. However,  
5 this type of visualization is only feasible if the number of interrelations is limited. To allow  
6 modeling of extensive impact chains, graphical modeling elements and a tree-like modeling  
7 structure were developed to extend the modeling language (see Fig. 3).

8 The modeling language together with the developed structural framework provides a  
9 solid foundation for thoroughly analyzing interrelations: First, it allows a clear illustration of the  
10 very complex topic. Second, due to its tree structure, changes within the overall system caused  
11 by a decision can be analyzed step by step. Third, by extending the graph with additional paths,  
12 the level of detail can be increased any time.

13 Within one subsystem, there may be decision effects, cause effects or feedback effects.  
14 Cross-system impacts are solely cause effects. Figure 3 illustrates this: Decision DS1 influences  
15 the indicators PS11 and PS12 (decision effect). As a consequence, indicators from other systems  
16 (PS21, PS22 and PS31) change as well (cause effect). Due to this, new decisions are made (DS2)  
17 (feedback effect).

## 18 **Empirical Data: Decision Variables, Performance Indicators and Their Interrelations**

19 As mentioned above, the IDM was initially filled with decision variables, indicators and the  
20 interrelationships by means of literature review and case studies. Subsequently, the impacts of  
21 disciplinary decisions from different domains were analyzed in 20 defined scenarios (freight  
22 transport: 4; Purchasing: 2; Production/Intra-logistics: 8; Outbound logistics: 6). An exemplary  
23 impact analysis for the introduction of HGV tolls is presented below.

24 In Fig. 4, the IDM is filled with examples of decision variables and indicators to illustrate  
25 its broad scope. A comprehensive list of all decision variables and indicators of the IDM is  
26 available from the authors.

## 27 **APPLICATION AREAS OF THE INTERDISCIPLINARY DECISION MAP**

28 After its development, the IDM was already employed in various contexts during the research  
29 project Dynamo PLV in order to facilitate the follow up on various research questions. A  
30 selection from these applications will be outlined in the following.

### 31 **Impact Analysis and Check Lists**

32 Being able to change freight actors' habits in the context of freight transport demand  
33 management requires a profound knowledge about traffic measures' impacts on them (32, 33).  
34 As mentioned above, impact analyses for traffic measures often neglect consequences for  
35 production and logistics, inter alia just due to the fact that there is a lack of certain knowledge in  
36 transport authorities. Accordingly, the IDM has been used for impact analyses of traffic  
37 measures to be able to highlight the possible range of impacts. Based on that, decision making on  
38 sustainable traffic measures can be improved by developing checklists including critical  
39 interrelations to support decision makers.

		Freight Transport	Purchasing	Inbound logistics	Production	Intra-logistics	Outbound Logistics	Sales
Decisions variables	People	(1) Location (2) Flexibility (3) Lot size						
	Structure	(4) Production planning (5) Degree of standardization						
	Technology	(6) ...						
Indicators	Performance							
	Economic Efficiency	(1) Accessibility (2) Travel time (3) Vehicle speed				(1) IT infrastructure (2) Warehouse (3) Storage system		
	Safety, Reliability, Flexibility	(4) Weight lifted (5) Transport performance (6) ...				(4) Logistical unit (5) Transport vehicle (6) ...		
	Social and Environmental Impacts							

1  
2 **FIGURE 4 Examples for Decisions and Indicators of the Interdisciplinary Decision Map.**

3 **Decision Support Development**

4 Research in the area of decision support is usually tightly bound to specific types of decision  
 5 support or to specific disciplines, e.g. information systems. Often, there is a gap to real world  
 6 decision processes. The IDM and the underlying empirical data provide researchers with the  
 7 relevant knowledge on how interrelated decisions have to be supported. For example, Zuber et  
 8 al. (2014) further differentiate the IDM’s framework into atomic, complex and qualitative  
 9 decision variables (8). By further investigation of the empirical determined interrelations and the  
 10 resulting combinations of decision variables, adequate tools for decision support in the  
 11 interdisciplinary context can be derived.

12 **Network Analysis**

13 The developed modeling language allows for building extensive interdisciplinary impact chains  
 14 which can easily be transformed into graphs where nodes represent decision variables or  
 15 performance indicators and edges represent various types of interrelations, namely decision  
 16 effects, cause effects and feedback effects. The structure of those graphs can then be further  
 17 analyzed by applying methods from graph theory/network analysis. E.g., Zuber et al. (2014)  
 18 apply various methods from network analysis (e.g. metrics like degree centrality) to the IDM in  
 19 order derive interrelation types and to allocate adequate types of decision support solutions (8).

## 1 USING THE INTERDISCIPLINARY DECISION MAP TO ANALYZE IMPACTS OF 2 THE INTRODUCTION OF HGV TOLLS

### 3 **Status Quo of HGV Toll Implementation**

4 Heavy goods vehicle (HGV) tolls are strongly debated throughout politics, society and business.  
5 More and more countries, especially in the EU, are implementing HGV tolls. From the  
6 consideration to let users pay for infrastructure and ecological costs to the believe that the  
7 national transport business has to be protected against foreign competitors by road charging,  
8 there are a lot of different reasons for implementing HGV tolls. Manifold different HGV toll  
9 systems are in use. They differ regarding pricing parameters (time-based vs. distance-based) or  
10 system architecture (open vs. closed system). Descriptions of existing toll systems can be found  
11 in (34-37).

### 12 **Economic Impacts**

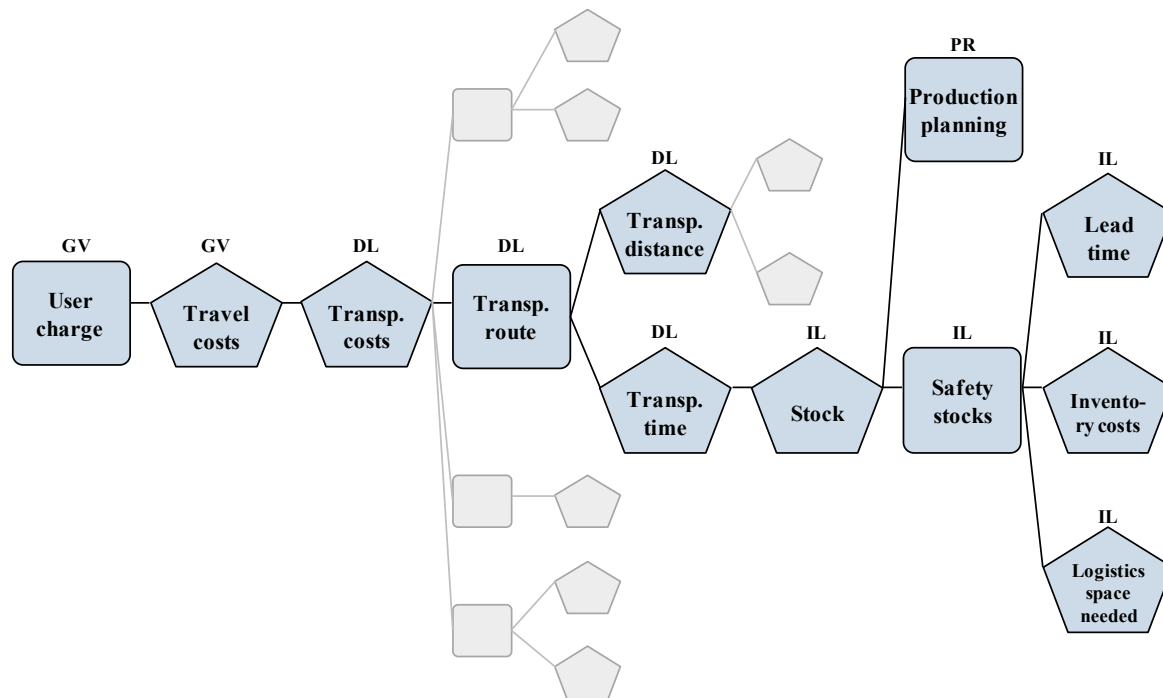
13 Various macroeconomic impacts of the introduction of a toll system have been reported: slight  
14 consumer prices increases due to higher transports costs (38, 39), marginal employment effects  
15 (38), a negative impact on accessibility (40) and positive impacts on pollution emissions due to  
16 induced fleet modernization (41).



17 Individual actors along the supply chain, i.e. carriers, logistics service providers as well  
18 as manufacturers, have to deal with tolls-caused price increases to different degrees. The  
19 transport logistics sector has to deal with significant price increases up to 15% while there are  
20 only marginal price effects on other industry sectors (38, 39). Logistics costs in other industry  
21 sectors are usually less than 5% of complete turnover. In the case of logistics service providers  
22 they stand for roughly three-quarters (42). Hence, being worst affected, especially the transport  
23 sector seeks for alternatives to avoid or at least minimize cost increases.

### 24 **Possible Reactions of Supply Chain Actors**

25 According to Friedrich (2010), the business decisions leading to freight transport demand are  
26 distinguishable into rather long-term strategic decisions (e.g. business location choice) and short-  
27 term decisions regarding the operations (e.g. dispatching choices) (43). It is assumed that on each  
28 of these hierarchical levels, actors may take action to react on HGV tolls. Thus, such decisions  
29 can be made either by the manufacturer, the logistics service provider and/or the carrier. While  
30 the manufacturer can react with a change of business location choice or sourcing choice over the  
31 long term, the logistics service provider has the competence for mid-term decisions as altering  
32 the transport chains and warehousing locations. Since the toll costs firstly occur for the carrier,  
33 he will take short-term actions concerning its operations (e.g. dispatching choices).

34 Academia has already paid attention to toll-caused decisions of enterprises and  
35 observable impacts within the traffic system. While research in logistics has addressed the  
36 problem from the user's perspective, in traffic engineering sciences impacts are examined on a  
37 more aggregated level. However, only Einbock (2006) addresses decisions from all different  
38 supply chain actors (42). European Parliament (2008) dwells on impacts on complete logistics  
39 systems, including the LSPs' and carriers' decisions (35). The focus in other references is  
40 restricted to the carrier's decisions (35, 44-46). Usually, manufacturer's decisions are not  
41 considered.



Legend		
Freight Transport	FT	Decision 
Purchasing	PU	
Inbound Logistics	IL	Indicator 
Production	PR	
Intra-logistics	IN	
Outbound Logistics	OL	
Sales	SL	

1  
2 **FIGURE 5 Decision Tree for the Introduction of HGV Tolls.**

3 **Impact Analysis with the Interdisciplinary Decision Map**

4 As previously mentioned, there are various possible reactions on an HGV toll introduction. Due  
5 to the complexity of the tree, in the following it is exemplarily dwelled on the carrier's route  
6 choice by stepwise discussing decisions and their impacts on production, logistics and traffic (see  
7 Fig. 5).

- 8 • The decision in the freight transport system to introduce HGV tolls as a measure for  
9 user charging leads to an increase of travel costs and consequently, to increasing transport costs  
10 (indicator of logistics). To ensure its already tight margin, the logistics company has several  
11 opportunities to react such as to adapt the routing or to consider the modal choice. Assuming that  
12 the carrier adapts the routing, the indicators for transport distance and transport time may change.
- 13 • A change in transport time may result in a declining intra-logistics indicator  
14 measuring safety stocks, which in turn necessitates a decision on stocks, e.g. building up or  
15 increasing safety stocks.

1           • In the short run, changes in production planning and scheduling can cushion the  
2 effects of declining stocks on capacity utilization. In the long-run, a decision on increasing  
3 safety stocks influences indicators for lead time, inventory costs and logistics space needed,  
4 whose changes again trigger new decisions with implications for production, logistics and traffic.

## 5 **CONCLUSIONS AND OUTLOOK**

6 Due to strong interdependencies between production, logistics and traffic, a decision in one of  
7 these fields has impacts on the others. Thus, a tool, which clearly illustrates the variety of  
8 impacts of a decision, is highly desirable.

9           In this paper a reference model is presented to describe interdependencies and  
10 interdisciplinary impacts of measures and decisions across the disciplines, called  
11 Interdisciplinary Decision Map (IDM). This reference model constitutes a powerful method for  
12 structuring and analyzing direct as well as indirect impacts of decisions. The IDM can serve as a  
13 decision support tool since it not only structures interdisciplinary decision variables in one  
14 comprehensive framework, but also can illustrate consequences of decisions with  
15 comprehensible decision trees. However, its flexible design allows for a high level of detail, if  
16 needed. The IDM's applicability was shown by briefly outlining several areas of application and  
17 describing some influences on production and logistics resulting from the introduction of HGV  
18 tolls originating from a decision in the traffic system.

19           By using the developed reference model, experts from industry, authorities and science  
20 are supported to identify the impacts of decisions on interrelated decision makers from other  
21 disciplines. Regarding our example, this is a particular opportunity for road authorities, since  
22 they usually have no access to such information when preparing traffic-related measures. But  
23 also for decisions in production and logistics, e.g. on production schemes, supply chains or  
24 storage concepts, it is well applicable to identify the consequences for actors in traffic and  
25 transport.

26           Thus, for the future, the IDM for production, logistics and traffic provides a good basis  
27 for an IT-based decision-support tool for planning applications in production, logistics and traffic  
28 (e.g., estimate the impacts of a truck ban on processes on production and logistics). In addition,  
29 the IDM will facilitate further research in the areas of network analysis and checklist supported  
30 decision making. The IDM will also provide a solid foundation for developing adequate methods  
31 for interdisciplinary decision support.

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