

Assessment of Master Thesis

Master Thesis opponent: Ing. Marek Vinš, Ph.D.

Master Thesis author: Jan Rajnoch

Title: DB Schenker Rail customer tailored logistic solutions in relation to the rail freight market between Europe and Asia

Demand factors:		
Theoretical background	Average	Above - average
Data used	Average	Above – average
Methodology used	Average	Above - average

Criterion	Scale			
	Excellent	Very good	Satisfactory	Unsatisfactory
Overall objective achievement		X		
Self-reliance of author	X			
Logical structure		X		
Using of literature, citations	X			
Adequacy of methods used		X		
Depth of analysis		X		
Form of MT: text, graphs, tables		X		
Felicitousness	X			

Usefulness of results in practice and theory:

The results could be used in practice. However, it would be even better to present methodology rather than results (e.g. segmentation of customers).

Discussion topic for defense:

How do you see change of freight flow between Asia and Europe in the future? How does DB Schenker differentiate customer management upon customer segmentation?

Master Thesis **is/is not recommended for the defense**

Grade proposed : very good

Prague, 27th August 2012



Signature of opponent