

COURSE SYLLABUS

COURSE TITLE:	Purchasing & Sourcing	COURSE CODE:	MGMT 352
PREREQUISITES:	International Business	SEMESTER:	SPRING 2020
INSTRUCTOR:	Lionel Maillé	CREDITS:	3
EMAIL:	lionel.maille@gmail.com	SCHEDULE:	Tuesdays 15h30-18h30

COURSE DESCRIPTION:

This course covers today's strategic role of Purchasing in international business. It shows the evolution of purchasing and how it can participate to the growth of the business. The course covers practical and strategic aspects, in using cases related to different activities of the purchasing & sourcing activities.

COURSE OBJECTIVES:

To provide the students a comprehensive view of purchasing and sourcing in an international environment. It shows how Purchasing has become a profession requiring many skills and knowledges in many areas, and has become a key function in every organization for improving competitiveness in a globalized world.

Managing all aspects of purchasing including the selection and management of suppliers, strategic sourcing, negotiation, costs reductions, ethical issues, and taking the right decisions to make sure that purchasing greatly contributes to the bottom line.

EXPECTED LEARNING OUTCOMES:

Upon completion of this course students should be able to:

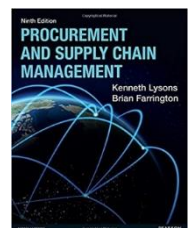
- Understand the role and strategic importance of purchasing in a globalized environment,
- Understand the various organizations, and types of purchasing
- Develop policies, procedures and use the relevant tools for managing suppliers
- Understand the principles of sourcing, and outsourcing and how to assess suppliers
- Apprehend negotiation in an international context
- Develop suppliers, manage risks and approach the quality aspects

MANDATORY TEXTBOOK:

Procurement and Supply Chain Management

Kenneth Lysons, Brian Farrington, Pearson, Ninth Edition (2016)

ISBN-10: 1292086114 ISBN-13: 978-1292086118



EVALUATIONS:

The final grade will be determined as follows:

- Class participation and engagement 10%
- Team project 1 20%
- Mid-Term (MCQ) 20%
- Team Project 2 20%
- Final exam: 30%

Presence in class is mandatory. More than 2 absences will lead to a failing grade.

GRADING CRITERIA:

Grades will be based on the standard ABS Grading Rubrics available on become.

COURSE SCHEDULE:

Dates	Session Content
Session 1 28/01/2020	The role & scope of purchasing Purchasing within Supply Chain
Session 2 04/02/2020	Various types of purchasing
Session 3 11/02/2020	Designing a Purchasing Organization +Case Study 1
Session 4 18/02/2020	Cross Functional Teams Category management
Session 5 25/02/2020	Policies & Procedures
Session 6 03/03/2020	Reporting + Multiple Choice Quiz
Session 7 10/03/2020	Purchasing strategy Total Cost of Ownership
Session 8 31/03/2020	Sourcing Outsourcing, Sub-contracting
Session 9 07/04/2020	Risk Management + Case Study 2
Session 10 14/04/2020	Cost Management, Cost Reduction
Session 11 21/04/2020	Ethics & Social responsibility Negotiation (1/2)
Session 12 28/04/2020	Negotiation (2/2) + Final Exam (1h30)

The schedule of Final Exams will be confirmed and published by 31 March 2020. The last day of the semester is 15 May 2020. DO NOT PLAN ANY TRAVEL BEFORE THIS DATE AS THERE ARE NO MAKE-UP EXAMS.