

COURSE SYLLABUS

COURSE TITLE:	Purchasing & Sourcing	COURSE CODE:	MGMT452
PREREQUISITES:	International Business	SEMESTER:	SPRING 2017
INSTRUCTOR:	Lionel Maillé	CREDITS:	3
EMAIL:	lionel.maille@club-internet.fr	SCHEDULE:	Tuesday 8h30-11h30

COURSE DESCRIPTION:

This course covers practical and strategic aspects, in using cases related to different activities of the global business.

The students will have to work on team projects analysing various sorts of issues related to international business.

COURSE OBJECTIVES:

To provide the students a comprehensive view of purchasing and sourcing. The global idea is to show how Purchasing has become a profession requiring many skills and knowledges in many areas, and is a key function for improving competitiveness in a globalized and International environment.

This course covers practical and strategic aspects, in using cases related to different activities of the global business.

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

EXPECTED LEARNING OUTCOMES:

Upon completion of this course students should be able to:

- Understand the role and 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

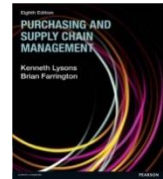
MANDATORY TEXTBOOK:

Purchasing and Supply Chain Management

Kenneth Lysons, Brian Farrington

Pearson, Eighth Edition (2012)

ISBN-13: 978-0273723684



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.

COURSE SCHEDULE:

Dates	Reading/Homework	Session Content
Session 1 31/01/2017	Textbook Chapter 1 (p.3/25) Chapter 3 (p.81/109)	The role & scope of purchasing Purchasing within Supply Chain
Session 2 07/02/2017	Textbook Chapter 13 (p.445/480)	Various types of purchasing
Session 3 14/02/2017	Textbook Chapter 5 (p.164/170)	Designing a Purchasing Organisation +Study Case1
Session 4 21/02/2017	Textbook Chapter 5 (p.160/162)	Cross Functional Teams Category management
Session 5 28/02/2017	Textbook Chapter 6 (p.178/206)	Policies & Procedures
Session 6 07/03/2017		Reporting + MCQ
Session 7 14/03/2017	Textbook Chapter 12 (p.428/433)	Purchasing strategy Total Cost of Ownership
Session 8 28/03/2017	Textbook Chapter 11 (p.358/393)	Sourcing Outsourcing, Sub-contracting
Session 9 04/04/2017	Textbook Chapter 3 (p.97/98)	Risk Management + Study Case 2
Session 10 11/04/2017	Textbook Chapter 12 (p.428/430)	Cost Management, Cost Reduction
Session 11 18/04/2017	Textbook Chapter 15 (p.523/556) Chapter 17 (p.636/656)	Ethics & Social responsibility Negotiation (1/2)
Session 12 25/04/2017		Negotiation (2/2) + Final Exam (1h30)