

DEREE COLLEGE SYLLABUS FOR: LM 3045 PROCUREMENT	
(Updated Fall 2021)	UK LEVEL: 5 UK CREDITS: 15 US CREDITS: 3/0/3
PREREQUISITES:	None
CATALOG DESCRIPTION:	Procurement as a strategic activity to enable innovation, reduce cost, and mitigate impact from/on the environment. Lean or agile supply chains, outsourcing, buyers-suppliers engagement throughout the product development process, and 'sustainability' in the supply chain.
RATIONALE:	Procurement involves a variety of critical strategic activities like: determining the requirements, selecting the suppliers, purchasing at a proper price and terms, up to the point of ensuring proper delivery. Knowledge of how managers should address these key issues and apply related best practices is vital to organizational success. The course helps prepare students to further understand the "six rights" of supply chains: right quantity, in the right quality, at the right price, at the right time, and from the right source and delivering to the right place.
LEARNING OUTCOMES:	As a result of taking this module, the student should be able to: <ol style="list-style-type: none"> 1. Analyse the strategic and operational roles of purchasing in Supply Chain Management and interpret the different theories involved. 2. Analyse current purchasing practices and trends and explain their dynamic impact on the overall performance of a business system including social and ethical aspects. 3. Analyse and explain the purchasing practices of real-life business systems, diagnose the challenges involved and discuss effective ways to align purchasing with the overall supply chain strategy.
METHOD OF TEACHING AND LEARNING:	In congruence with the teaching and learning strategy of the college, the following tools are used: <ul style="list-style-type: none"> ➤ Classes consist of lectures, discussions, collaborative in-class small projects and case presentations. ➤ Office Hours: Students are encouraged to make full use of the office hours of their instructor in order to consult and discuss issues related to the course's content. ➤ Use of blackboard platform, where instructors post lecture notes, assignments instructions, timely announcements, as well as additional resources.

ASSESSMENT:	Summative:	
	First Assessment: Written Project (Individual, 1,500-1,900 words)	50%
	Final Assessment: Written examination (Essay-type questions)	50%
	Formative:	
	In-class, 1-hour, "diagnostic" test – Essay-type questions	0%
	Coursework – Case studies, experiential exercises, in class quizzes	0%
INDICATIVE READING:	<p>The formative test aims to prepare students for the summative assessments.</p> <p>The Written Project tests Learning Outcome 3. The Final Examination tests Learning Outcomes 1 and 2.</p> <p>Students are required to resit failed assessments in this module.</p> <p>REQUIRED MATERIAL: Monczka, R.M., Handfield, R.B., Giunipero, L.C., and Patterson, J.L. <i>Purchasing and Supply Chain Management</i>, Cengage, latest edition</p> <p>RECOMMENDED MATERIAL:</p> <p>A. BOOKS Baily, P., Farmer, D., Crocker, B., Jessop, D., and Jones, D. (2015). <i>Procurement, Principles & Management</i>, 11th ed., Pearson.</p> <p>Johnsen, T. E., Howard, M. and Miemczyk, J. (2014). <i>Purchasing & Supply Chain Management: A Sustainability Perspective</i>. Routledge.</p> <p>Lysons, K., and Farrington, B. (2016). <i>Procurement and Supply Chain Management</i> 9th ed., Pearson.</p> <p>B. ARTICLES Akhavan, R.M., and Beckmann, M. (2017), "A configuration of sustainable sourcing and supply management strategies", <i>Journal of Purchasing and Supply Management</i>, Vol. 23 No. 2, pp. 137-151</p> <p>Bag, S., Wood, L.C., Mangla, S.K., and Luthra, S. (2020), "Procurement 4.0 and its implications on business process performance in a circular economy", <i>Resources Conservation and Recycling</i>, Vol. 152:104502. DOI: 10.1016/j.resconrec.2019.104502</p> <p>Bals, L., and Turkulainen, V. (2017), "Achieving efficiency and effectiveness in Purchasing and Supply Management: Organization design and outsourcing", <i>Journal of Purchasing and Supply Management</i>, Vol. 23 No. 4, pp. 256-267</p>	

	<p>Bérard, S, and Stien, C. (2017), “How purchasing managers can benefit from new opportunities”, <i>Strategic Direction</i>, Vol. 33 No. 2, pp. 7-9</p> <p>Brewer, B., and Arnette, A.N. (2017), “Design for procurement: What procurement driven design initiatives result in environmental and economic performance improvement?” <i>Journal of Purchasing and Supply Management</i>, Vol. 23 No. 1, pp. 28-39</p> <p>de Hemmer Gudme, O. (2017), “A new strategic role for purchasing: business partner for value(s) creation”, <i>Strategic Direction</i>, Vol. 33 No. 2, pp. 27-29</p> <p>Doha, A. Das, M. Pagell, M. (203), “The influence of product life cycle on the efficacy of purchasing practices”, <i>International Journal of Operations & Production Management</i>, Vol. 33 No. 4, pp. 470-498</p> <p>Drake, P.R., Lee, D.M., and Hussain, M. (2013), “The lean and agile purchasing portfolio model”, <i>Supply Chain Management: An International Journal</i>, Vol. 18 No. 1, pp. 3-20</p> <p>Gang Wang, G. (2021), “Integrated supply chain scheduling of procurement, production, and distribution under spillover effects”, <i>Computers & Operations Research</i>, Vol. 126: 105105. DOI: 10.1016/j.cor.2020.105105</p> <p>Gomes, M., Fernandes, T., and Brandão, A. (2016), “Determinants of brand relevance in a B2B service purchasing context”, <i>Journal of Business & Industrial Marketing</i>, Vol. 31 No. 2, pp. 193-204</p> <p>Jokela, P., and Söderman, A. (2017), “Re-examining the link between fairness and commitment in buyer-supplier relationships”, <i>Journal of Purchasing and Supply Management</i>, Vol. 23 No. 4, pp. 268-279</p> <p>Lorentz, H., Aminoff, A., Kaipia, R. and Srari, J.S. (2021), "Structuring the phenomenon of procurement digitalisation: contexts, interventions and mechanisms", <i>International Journal of Operations & Production Management</i>, https://doi.org/10.1108/IJOPM-03-2020-0150</p> <p>Poissonnier, H. (2017), “How purchasing became a strategic function: from purchasing to external resources management”, <i>Strategic Direction</i>, Vol. 33 No. 2, pp. 1-3</p> <p>Sönnichsen, S. and Clement, J. (2020), “Review of green and sustainable public procurement: Towards circular public procurement”, <i>Journal of Cleaner Production</i>, Vol. 245 No 1. DOI: 10.1016/j.jclepro.2019.118901</p>
<p>INDICATIVE MATERIAL:</p>	<p>REQUIRED MATERIAL: N/A</p> <p>RECOMMENDED MATERIAL: N/A</p>

<i>(E.g. audiovisual, digital material, etc.)</i>	
COMMUNICATION REQUIREMENTS:	Use of appropriate academic conventions as applicable in oral and written communications
SOFTWARE REQUIREMENTS:	MS Office
WWW RESOURCES:	<p>Students are expected to use the internet at their own discretion to select information on the module. Useful sources include:</p> <p>https://cscmp.org/ https://www.instituteforsupplymanagement.org/index.cfm?SSO=1 https://www.ifpsm.org/ https://www.logisticsmgmt.com/ https://logisticsviewpoints.com/ https://www.insidelogistics.ca/ https://www.packagingnews.co.uk/ https://procureinsights.com/ http://www.ontarioinstitute.com/ToolsResources/SCMResourceCentre.aspx http://www.apics.org/apics-for-business https://www.supplychaindigital.com/ https://www.cips.org/supply-management/</p>
INDICATIVE CONTENT:	<ol style="list-style-type: none"> 1. Introduction to Purchasing and Supply Chain Management. 2. The Purchasing Process & Policies. 3. Purchasing and Supply Management Organization. 4. Supplier Evaluation and Selection. 5. Supplier Quality Management. 6. Worldwide Sourcing. 7. Purchasing and Supply Chain Analysis: Tools and Techniques. 8. Negotiation and Conflict Management. 9. Contract Management. 10. Purchasing Law and Ethics. 11. Purchasing Services. 12. Supply Chain Information Systems and Electronic Sourcing. 13. Performance Measurement and Evaluation.