

MEM BAE 5142 Strategic Procurement

2 SWS (semester weekly hours), 3 Credits

Language: English

Level: Advanced

Schedule:

- Thursdays: 09:45 – 11:15 h
- **Full day on 03.11.2020 (Sourcing Project with Porsche AG & Uni Mannheim)**
- First session: Thursday, 08 October 2020
- **Please register for this course in moodle for course updates/communication!**
- If online course are required my alfaview class-room will be used, link as of 08/2020:
<https://alfaview.com/join/alfaview-technik/1db2d885-96f0-4575-b1d1-0bf1c5604f0f/0c9a0f84-a5c1-4129-9c7a-b39e6616f0a0>

Room: tba

Lecturer:

Prof. Dr. Moritz A. Peter,

Office hours: Wednesday 09:45-11:15h

E-mail: moritz.peter@hs-pforzheim.de

I do care about your learning. Therefore, helping you is an important matter to me. If you encounter problems or questions with any aspect of the course, do not hesitate to contact me. I will respond quickly and if it is necessary, we can arrange an appointment.

Overview:

The value sourced from suppliers and the innovation stemming from the supply base has increased substantially in recent years. As a consequence, most organizations consider the management of their suppliers as a key strategic issue. Given its potential to contribute significantly to firm performance, the procurement function has advanced considerably during the last three decades. This course provides a survey of modern procurement methods and processes from a strategic as well as from an operational perspective. Imparted procurement knowledge is applied in a major case study project.

Prerequisites: None.

Learning objectives and outcomes:

This course is recommended for anyone seeking a better understanding of upstream supply chain operations. At the end of this course, participating students:

- have a good grasp of the fundamental procurement concepts and methods
- become acquainted with relevant procurement processes and tools
- are able to apply their acquired knowledge and methodological skills in order to optimize procurement and supply chain management processes in companies of various sizes and industries
- apply procurement-related knowledge successfully in the case study of this course

Course topics:

Topics covered include:

- the sourcing process (focus topic) and the procurement process (in general) with related topics such as negotiation, risk management, quality management etc.
- supplier selection and the management of supplier portfolios (including buyer-supplier relationships and supplier innovation)

- the design and implementation of procurement strategies, procurement organizations and procurement performance measurement systems
- current trends and topics in procurement (digitalization, global sourcing, corporate social responsibility etc.)
- Case studies (related to sourcing)

Teaching and learning approach:

This course has a threefold structure: In the first phase of the course a comprehensive introduction to relevant procurement topics is provided (by lecture). In the second course-phase small group of students work on their group assignments (case study). In the third phase of the course the results of the group work will be presented and individual feedback will be given.

Course material:

Textbooks (recommended)

- Chopra, S. (2018): Supply Chain Management: Strategy, Planning, and Operation 7th ed., Pearson, London.
- Heizer, J.; Render, B. (2016): Operations Management, Global Edition, 11th ed., Pearson, London.
- Van Weele, A.J. (2014): Purchasing and Supply Chain Management, 6th ed., Cengage Learning, London.
- Handfield, R. B., Monczka, R. M., Giunipero, L. C., & Patterson, J. L. (2016). Sourcing and Supply Chain Management (6th ed.). Florence, KY: Cengage Learning.
- Lecture slides

Assessment:

Presentation and documents with individual contribution (PLP, PLR).

Grading scale: (see SPO, allg. Teil, Neufassung vom 01.09.06, p. 20):

- 1 = excellent (pass grade) = outstanding work;
- 2 = good (pass grade) = work which is far above average
- 3 = satisfactory (pass grade) = average work;
- 4 = sufficient (pass grade) = work with shortcomings which still meets requirements
- 5 = insufficient (fail grade) = work with severe shortcomings, does not meet requirements

Contribution to program goals:

MASTER

	Learning Objective	Contribution
2.1	Students are able to recognize and define problems as well as assess their importance.	Teaching of major concepts, methods and tools of procurement as a source of competitive advantage (e.g. sourcing strategies)
2.2	Students are able to analyse complex in-company and inter-company problems and challenges from different perspectives and/or within an international context.	The ability to analyse specific procurement related tasks.
2.3	Students are independently able to develop creative solutions to complex in-company and inter-company problems and challenges.	Focus on solving strategic procurement related problems
2.4	Students are successfully able to clarify complex problems and solutions to both experts and laymen.	Presentation and discussion of alternative solutions for strategic procurement related problems
3.1	Students are acquainted with research methods relevant to engineering and management as well as their advantages and disadvantages.	Deepening and application of procurement and supply base management methods

3.2	Students are successfully able to apply research methods relevant to engineering and management.	Research-based preparation and elaboration
3.3	Students are able to implement relevant research methods in such a way as to deliver reliable and innovative results.	Literature based research and literature review, presentation of innovative solutions as part of the final presentation of results
4.1	Students possess expert knowledge in the engineering and business field and are able to provide integrated solutions to complex tasks.	
4.2	Students are proficient in the methods of project management and are successfully able to organize, conduct and manage projects.	Development of solutions as group work
4.3	Students are able to develop and assess alternative solutions taking diverse disciplines into account and apply them to integrated comprehensive solutions.	Development and implementation of interdisciplinary and integrated solution alternatives

Behavioural codex / behavioural rules:

- Read the syllabus
- Practice fair play to your fellow students
- Print and read the abstracts/notes before the lecture/exercise and take a look at it
- Please make sure to be on time and avoid to leave the lectures/exercises early
- Contribute to a pleasant atmosphere (i.e. silence)
- Solve your exercises independently
- Raise questions if you don't understand something

My teaching philosophy:

My main objective is the preparation of Hochschule-Pforzheim students for a successful career in the procurement and/or procurement-logistic function of international companies in various industries. In order to achieve this goal, I would like to appeal and foster the student's heart (motivation), hand (experience) and head (knowledge) through practice-oriented topics and vivid classroom interaction. Hence, if you have problems with your progress in the course or with your group, please see me as early as possible. I do want you to graduate, but you must earn it!

Schedule (changes are unlikely, but might become necessary):

The time available will roughly be spend on:

- 70 % Procurement lecture (introduction to relevant topics)
- 20 % Procurement case study (group assignments)
- 10 % Presentation and discussion of case study results