



APPLIES TO ACADEMIC YEAR
2001/2002

MAD 2023 Purchasing and Negotiations

Program

Bachelor of Business Administration Program in Business Law, Bachelor of Business Administration Program in Logistics Management

Responsible for the course

Eirill Bø

Department

Logistics

Term

Spring

ECTS Credits

6

Objective

The course aims to give the students an understanding of how to develop and manage the purchasing function in various private and public organizations. Based on the organization's overall strategy, students shall be able to understand the interaction between purchasing activities and the main premises that apply for management and the external generation of values. The course will also provide an introduction to various contract strategies and how negotiations may be carried out to ensure the organization's objective.

Prerequisites

The Foundation Program in Business Administration or equivalent.

Compulsory literature

Weele, A.J. van. 2000. *Purchasing and supply chain management: Analysis, planning and practice*. 2nd ed. London: Business press. (approx. 300 pages from selected chapters.)
Rognes, Jørn Kjell. 2001. *Forhandlinger*. Oslo: Universitetsforlaget.

Recommended literature

Various articles and Internet resources which are handed out during the lectures.

Course outline

1. Purchasing - management of the company's external value generation
2. The purchasing process - planning and management of activities
3. Organizing the purchasing function
4. Designing management tools - from needs to delivery
5. Use av specifications and contracts
6. Market research, choice and development of suppliers
7. Planning and accomplishment of negotiations

Computer-based tools

The students must have access to the Internet.

Course structure

Course duration is 42 teaching hours which includes a combination of lectures and student presentations with role play. The students work in groups on assignments and present the results in class.

Evaluation

A three-hour written exam concludes the course.

Evaluation code(s)

MAD 20231 - written exam, with accounts for 100% of the grade in MAD 2023, 2 credits.

Aids at the examination

No aids are allowed at the exam.

Makeup exam

A re-sit is held at the next regular exam in the course.