



APPLIES TO ACADEMIC YEAR 2003/2004

MAD 2023 Purchasing and Negotiations

Program

N/A

Responsible for the course

Eirill Bø

Department

Strategy and Logistics

Term

According to study plan

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

Brynhildsvoll, Ivar og Abrahamsen, Thor Bjarne, 2002. *Prinsipper for bedre innkjøp*. 1. utg. Bergen: Fagbokforlaget AS.

Rognes, Jørn Kjell. 2001. *Forhandlinger*. Oslo: Universitetsforlaget.

Recommended literature

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

Course outline

1. The role of the purchasing function
2. Supply management and strategy development
3. Development of supplier relationships
4. The purchasing process
5. ICT used in purchasing
6. Organizational structures affecting purchasing
7. Planning and management of negotiations
8. Agreements, specifications and purchasing contracts
9. Market analysis and purchasing tools

Computer-based tools

The students must have access to the Internet.

Course structure

Course duration is 36 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 individual written exam concludes the course.

Evaluation code(s)

MAD 20231 - written exam, with accounts for 100% of the grade in MAD 2023, 6 ECTS 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.