



APPLIES TO ACADEMIC YEAR 2016/2017

## GRA 6717 Purchasing and Supply Management

### Programme

Master of Science in Business, Specialization Course

### Responsible for the course

Lena Bygballe

### Department

Department of Accounting - Auditing and Business Analytics

### Term

According to study plan

### ECTS Credits

6

### Language of instruction

English

### Introduction

Companies increasingly focus on their core competences and outsource activities based on other competences to suppliers. 60-80 per cent of total costs of goods sold are often used on purchased goods and services. As a result, purchasing and supply management have become paramount for companies' competitiveness.

Students participating in this course will gain an understanding of the role of purchasing and supply management in a company. Emphasis will be on purchasing as a boundary spanning function, and the students will learn to handle the challenges related to organising and operating a competitive supply base and utilising network effects for efficiency and effectiveness.

### Learning outcome

#### Acquired knowledge

- (i) To understand what purchasing and supply management involves in terms of roles, functions and processes
- (ii) To understand and appreciate the differences in the operational, tactical and strategic levels involved in purchasing and supply management
- (iii) To gain knowledge of and the ability to critique central purchasing and supply management models, e.g. segmentation, insourcing/outourcing, sourcing, and negotiation models
- (iv) To gain knowledge of contemporary model, theoretical perspectives and frameworks, e.g. the ARA-model and the network approach to purchasing and supply management

#### Acquired skills

- (i) To be able to explain and conduct the purchasing and supply management function: specification, search, negotiation, supplier relationship handling, and evaluation
- (ii) To be able to compare, critique and make use of key purchasing and supply management models
- (iii) To be able to communicate in the range of purchasing professional roles, e.g. negotiation skills

#### Reflection

- (i) To understand and appreciate the consequences of modern purchasing and supply management choices, e.g. global/local, green/environmental, SCM, etc.
- (ii) To appreciate and understand multiple perspectives in purchasing
- (iii) To be able to be a reflexive purchasing professional

#### Prerequisites

All courses in the Masters programme will assume that students have fulfilled the admission requirements for the programme. In addition, courses in second, third and/or fourth semester can have specific prerequisites and will assume that students have followed normal study progression. For double degree and exchange students, please note that equivalent courses are accepted.

#### Compulsory reading

##### Books:

Weele, Arjan J. van. 2014. Purchasing & supply chain management : analysis, strategy, planning and practice. 6th ed. Cengage Learning

**Articles:**

In addition to the book, there will be articles covering the specific topics in the course.

**Other:**

Hand-outs and cases.

**Recommended reading****Course outline**

The role of purchasing and supply management: definitions, trends and challenges  
 Purchasing and supply strategy  
 The purchasing process  
 Managing the supplier base, supplier relationships and networks  
 Organizing for purchasing and interaction with suppliers

**Computer-based tools****Learning process and workload**

A course of 6 ECTS credits corresponds to a workload of 160-180 hours. Students are expected to actively participate through discussions and presentations.

Please note that while attendance is not compulsory in all courses, it is the student's own responsibility to obtain any information provided in class that is not included on the course homepage/It's learning or text book

**Examination**

The course grade will be based on the following activities and weights:

- (1) A 3 hour written exam (individual) accounting for 50% of the final grade.
- (2) An essay over a chosen topic from the course (group work) accounting for 40% of the final grade.
- (3) Class participation 10%.

Form of assessment	Weight	Group size
Written examination 3 hours	50%	Individual
Assignment	40%	Group of max 3 students
Class participation	10%	Individual

Specific information regarding student assessment will be provided in class. This information may be relevant to requirements for term papers or other hand-ins, and/or where class participation can be one of several components of the overall assessment. This is a course with continuous assessment (several exam components) and one final exam code. Each exam component is graded using points on a scale from 0-100. The final grade for the course is based on the aggregated mark of the course components. Each component is weighted as detailed in the course description. Students who fail to participate in one/some/all exam components will get a lower grade or may fail the course. You will find detailed information about the points system and the mapping scale in the student portal @bi. Candidates may be called in for an oral hearing as a verification/control of written assignments.

**Examination code(s)**

GRA 67171 continuous assessment accounts for 100% of the final grade in GRA 6717

**Examination support materials**

Bilingual dictionary

Permitted examination support materials for written examinations are detailed under examination information in the student portal @bi. The section on support materials and the use of calculators and dictionaries should be paid special attention to.

**Re-sit examination**

It is only possible to retake an examination when the course is next taught. The assessment in some courses is based on more than one exam code. Where this is the case, you may retake only the assessed components of

one of these exam codes. All retaken examinations will incur an additional fee. Please note that you need to retake the latest version of the course with updated course literature and assessment. Please make sure that you have familiarised yourself with the latest course description.

**Additional information**

Honour code. Academic honesty and trust are important to all of us as individuals, and are values that are integral to BI's honour code system. Students are responsible for familiarising themselves with the honour code system, to which the faculty is deeply committed. Any violation of the honour code will be dealt with in accordance with BI's procedures for academic misconduct. Issues of academic integrity are taken seriously by everyone associated with the programmes at BI and are at the heart of the honour code. If you have any questions about your responsibilities under the honour code, please ask. The learning platform itslearning is used in the teaching of all courses at BI. All students are expected to make use of itslearning.