

SE2550 Introduction to Purchasing

Professor: Philippe Rougevin-Baville

Language of instruction: English* – **Number of hours:** 36 – **ECTS:** 3

Prerequisites: None

Period: S8 Elective 09 February to March IN28IE2, SEP8IE2

Course Objectives

Provide students with the basic knowledge and skills to master the main purchasing processes in which they will be involved, whatever position they will hold in the company.

Provide background to future Purchasing VP or Chairman to evaluate the full benefits they can expect from the Purchasing function, and to identify the main drivers to enhance the purchasing power.

On completion of the course, students should be able to

- ✧ identify and monitor the key purchasing processes
- ✧ elaborate a purchasing policy consistent with the company strategy
- ✧ understand how to prepare and how to conduct a purchasing negotiation
- ✧ know the key management principles of a purchasing division
- ✧ identify the created value that can be leveraged through the purchasing power

Course Contents

- ✧ Introduction to the Purchasing function - Connection with the main company processes
- ✧ Purchasing policy - Marketing approach
- ✧ Organization - Position within a company
- ✧ Risk management
- ✧ Negotiation
- ✧ Make or buy - Outsourcing
- ✧ Legal perspective
- ✧ Supplier assessment
- ✧ Ethics - Management
- ✧ Performance measurements
- ✧ Purchasing Leverage Power - Value creation

Course Organization

Lectures: 14 hr, Case studies: 14 hr, Tutorials: 6hr, Exam: 2 hr

Teaching Material and Textbooks

PowerPoint slides and case studies

Evaluation

2-hr written final exam + quality of preparation of case studies + participation in case study discussions.