

BQOM 2534 : Strategic Procurement and Sourcing Management

Syllabus/Course Information – Spring 2013

Jan 9, 2013- Mar 1, 2013

BQOM 2534-1040 (21180) – Tu 6:20PM - 9:20PM 531 Alumni Hall

Course Description

The course provides a special emphasis on the development and management of strategic sourcing relationships and promotes an understanding of the strategic role of supply management in effective supply/demand/value chain operations. Purchasing and supply management play an essential role in the ability of the firm to operate efficiently and be competitive in the contemporary global business environment. Included in these processes are activities involved in identifying potential suppliers, creating relationships with selected suppliers, obtaining the needed materials in the most efficient quantities at the highest quality levels, and developing strategies designed to ensure an uninterrupted flow of goods and materials. The objective of this course is to make students aware of the demands placed upon purchasing professionals, and to understand the impact of purchasing on the competitive success and profitability of the firm. They must also have an understanding of legal and ethical considerations which affect purchasing decision-making.

Credits: 1.5

Prerequisite(s): None

Faculty Information

Instructor: Bill Hefley, Ph.D., CCP, CDP, COP

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Office Location	272B Mervis Hall
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Office Hours: By appointment – Mervis 272B or Alumni Hall 5th Floor

Administrative Support: Chris Gursky
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Course Learning Objectives

Students who complete this course will develop:

Students will:

1. Realize the importance of Purchasing and Sourcing management in modern day business, and understand the key role the supply function plays on the competitive success and profitability of modern organizations.
2. Obtain an understanding on the function of Strategic Procurement and how it plays a critical role in a company as well as its influence and interdependencies with other corporate functions, such as R&D, manufacturing, accounting, finance, etc.
3. Understand the importance of the procurement function in supply chain design and function through its responsibility for the firm's sourcing strategy.
4. Have an understanding of the strategic sourcing process, including supplier performance management methodologies, supplier identification, selection, and development, total costs, materials management, transportation and inventory decisions, and environmental and social responsibility issues.
5. Be able to explain the role of global sourcing and the procurement process in supply chain management.
6. Be aware of the ethical, contractual, and legal issues faced by procurement professionals, and can distinguish between ethical and non-ethical sourcing practices
7. Apply latest research and developments in the field to real-life issues, opportunities, decisions, and problems faced by practitioners
8. Conduct a research project and demonstrate competent knowledge of the global sourcing process. The student must be able to demonstrate the ability to properly write, prepare and submit a logically organized writing project.
9. Gain proficiency in analyzing and interpreting business articles and research papers pertaining to global supply chain management and the risks they face.

Course Resource Materials

Required Materials:

Text Book (SS) – Fred Sollish and John Semanik, *Strategic Global Sourcing: Best Practices*, Wiley, 2011, ISBN-13 978-0-470-49440-0 (hardback). (Also available as an eBook)

Articles – During the course various articles will be required reading prior to class session for in-

class discussion. These articles are listed in the Readings section.

A set of three related cases are available online through Harvard Business Publishing. The Harvard-sourced cases are available on the Harvard Business Publishing Web site under course **16757809**. The electronic versions of these cases can be purchased and printed instantly and cost about \$12 (before any taxes or other charges). They also have an option to order a printed Coursepack. Here is the address for the coursepack:

<http://cb.hbsp.harvard.edu/cb/access/16757809>

Course Expectations & Requirements:

Grading

Highest grades are given to responses (assignments, participation, analysis paper, etc.) that are complete and insightful, that synthesize and integrate class material, and that apply classroom material appropriately.

Grading criteria for case write-ups can include problem recognition, depth of analysis, successful application of class teachings, quality of your case write-up, and overall quality of discussions.

Component	Type	Score
Assignments	Individual	4 X 10 = 40
Procurement Analysis Paper	Individual	25
Cumulative Exam	Individual	20
Class discussion	Individual	15
Total		100

The Katz School has adopted the following grading guidelines for all required and elective courses within the various Masters Programs. These guidelines are intended to provide a benchmark for all teaching faculty, so that they can make informed judgments about the grades assigned in courses. The median grade for core courses should be about a B+.

Grade	Recommended Distribution
A+, A, A-	30-40%
B+ and B	55-65%
B- and below	5-15%

Attendance:

Please note that attendance affects your grade in that if you are not in class, you cannot participate. Excessive absences will have a negative impact on your grade for class participation.

Class participation:

Participation in the classroom is important because it helps your understanding of the material through applying the material to the discussion at hand, gives you experience in presenting and gaining support for your ideas, and offers your peers a range of perspectives on class material. You are expected to attend each class, to be prepared by completing readings and assignments before class, and to contribute to the class discussion.

Deadlines:

Assignments are due according to the schedule posted on Courseweb. All assignments should be uploaded to Courseweb prior to the class when they are due.

Course Schedule

The Course Schedule will be available in Courseweb.

Background Readings

Any background readings or other references assigned for each week are listed in Background Readings, which will be available in Courseweb.

University Policies:

Academic Integrity

Students in this course will be expected to comply with the Policies on Academic Integrity of the Katz Graduate School of Business and the University of Pittsburgh. Any student suspected of violating this obligation for any reason during the semester will be required to participate in the procedural process, initiated at the instructor level, as outlined in the University Guidelines on Academic Integrity. This may include, but is not limited to, the confiscation of the examination of any individual suspected of violating University Policy. Furthermore, no student may bring any unauthorized materials to an exam, including dictionaries and programmable calculators. In order to deter and detect plagiarism, online tools and other resources are used in this class to verify and validate submitted work for authentication, any violations will be reported to the MBA Program Office; please be fully aware of the university's academic integrity policies.

Disability Services

If you have a disability that requires special testing accommodations or other classroom modifications, you need to notify both the instructor and Disability Resources and Services no later than the second week of the term. You may be asked to provide documentation of your disability to determine the appropriateness of accommodations. To notify Disability Resources and Services, call (412) 648-7890 (Voice or TTD) to schedule an appointment. The Disability Resources and Services office is located in 140 William Pitt Union on the Oakland campus.

Copyright Notice

Course materials may be protected by copyright. United States copyright law, 17 USC section 101, et seq., in addition to University policy and procedures, prohibit unauthorized duplication or retransmission of course materials. See Library of Congress Copyright Office and the University Copyright Policy.

Statement on Classroom Recording

To ensure the free and open discussion of ideas, students may not record classroom lectures, discussion and/or activities without the advance written permission of the instructor, and any such recording properly approved in advance can be used solely for the student's own private use. No student may record any classroom activity without the express written consent of the instructor. If a student believes that he/she is disabled and needs to record or tape classroom activities, he/she should notify the instructor and contact Disability Resources and Services (DRS) (see above) to request an appropriate accommodation.

Courseweb

This course will be supported by the Courseweb course management system (<https://courseweb.pitt.edu>). Courseweb is built on the Blackboard platform. If you encounter difficulties with the use of Courseweb, please contact etc@cidde.pitt.edu.

Accessibility

Blackboard is ADA Compliant and has fully implemented the final accessibility standards for electronic and information technology covered by Section 508 of the Rehabilitation Act Amendments of 1998. Please note that, due to the flexibility provided in this product, it is possible for some material to inadvertently fall outside of these guidelines.