

Course Syllabus

Course Information

Course Number/Section	OPRE 6371-501 (83427)
Course Title	Purchasing, Sourcing and Contract Management (Lecture)
Term and Dates	Fall 2015, Friday 7:00–9:45 pm, Friday, August 26, 2015 - to Friday, December 11, 2015
Room	JSOM 2.803
Lab	NA

Professor Contact Information

Instructor	Jim Hogan
Office Phone	580.924.8280 x 2174
Email Address	Use eLearning or jwh085000@utdallas.edu
Office Location	JSOM 2.409
Online Office Hours	6:00-7:00 pm Fridays or by appointment

Teaching Assistant Contact Information

TA
Office
Email Address

Course Pre-requisites, Co-requisites, and/or Other Restrictions

None

Course Description

OPRE 6371 Purchasing and Sourcing Management (3 semester hours). Basic concepts and processes in purchasing and sourcing management are introduced in this course. It teaches global sourcing techniques and the application of various management tools and quality tools in purchasing. Focus is on the proactive and planned analysis of supply markets and the selection of suppliers, with the objective of delivering solutions to meet pre-determined and agreed organizational needs.

This course teaches purchasing and sourcing management concepts, business processes and procedures. Case studies, practitioner examples and benchmarking exercises are employed. The focus is on interactive study of purchasing and sourcing management functions of supply chain management.

Student Learning Objectives/Outcomes

Upon completion of this course students will be able to:

1. Understand the role and function of Purchasing and Sourcing management.
 2. Understand industry related acronyms, terms, processes, organization structures, job descriptions and customer-supplier relationships that pertain to Purchasing and Sourcing management.
 3. Realize the importance of Purchasing and Sourcing management in modern day business.
 4. List the major process steps typically involved in Purchasing and Sourcing management.
 5. Use basic Purchasing and Sourcing management decision making for problem solving.
 6. Define and use insourcing, outsourcing, make vs buy, cost management, and negotiation.
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Textbooks and Materials

Referenced Textbooks and Materials:

1. ***Purchasing and Supply Management***

Johnson, Leenders, Flynn
McGraw-Hill Irwin Publisher, 14th edition
ISBN – 978-0-07-337789-6
MHID - 0-07-337789-9

2. ***Purchasing and Supply Chain Management, 5th edition***

Robert M. Monczka, Robert B. Hatfield, Larry C. Guinipero, James L. Patterson
South Western
ISBN 13: 978-0-538-47642-3
ISBN 10: 0-538-47642-7

3. ***Contract Management Book of Knowledge, 3rd edition***

National Contract Management Association
ISBN 13: 9878-0-9700897-4-8

4. ***CPSM Study Guides***

- a. ***Exam 1: Foundation of Supply Management***
- b. ***Exam 2: Effective Supply Management Process***
- c. ***Exam3: Leadership in Supply Management***

Robert Handfield, Holly Johnson, Karen Collins, Christina Foster
Institute of Supply Management

5. Readings, white papers and powerpoints posted in eLearning folders.

Supplemental Course Materials

Supplemental articles on current events and best practices presented during lectures and posted in eLearning course content.

Assignments & Academic Calendar

Date	Supply Processes	Case Study	Case Study Name	Topic	Chapter
28-Aug	Strategy & Organization	1-2	Erica Carson	Introduction to Purchasing and Sourcing Management, STAR Case Study format, work Case in class	1
4-Sep	Strategy & Organization	1-3	Southeastern Univ.	Supply Strategy & Supply Organization	2,3
11-Sep	Strategy & Organization	2-2	Sabor Inc.	Supply Processes & Technology	4
18-Sep	Sourcing	3-2	Roger Haskett	Make or Buy, Insourcing & Outsourcing	5
25-Sep	Sourcing	4-1	Bright Technology Intl.	Need Identification & Specification	6
2-Oct	Value Determinants	5-1	B&L Inc.	Quality	7
9-Oct	Value Determinants	6-3	Carson Manor	Quantity & Inventory , Midterm review	8
16-Oct	Exam	XXXX	XXX	Midterm Exam, Chapters 1-8	XXX
23-Oct	Value Determinants	7-2	Air Quality Systems Inc.	Midterm Exam review, Delivery	9
30-Oct	Value Determinants	9-1	Penner Medical Products	Price & Cost Management	10,11
6-Nov	Supplier Selection, SRM	10-3	Price Forecasting Exercise	Supplier Selection, Supplier Evaluation and Supplier Relations	12,13
13-Nov	Contract Management	11-1	Deere Cost Management	Contract Management	CMBOK
20-Nov	Global Supply Management	12-2	Russel Wisselink	Global Supply Management & Legal and Ethics, 3-4 F500 Projects Review	14,15
27-Nov	No class			Fall Break – Thanksgiving Holiday	
4-Dec	Benchmarking	13-1	APC Europe	Fortune 500 Project reviews due, 3-4 Projects Review, Final exam review	
11-Dec	Exam	XXX	XXX	Final Exam, Chapters 9-15	XXX

Grading Policy

Grading will be on UTD scale as shown below. + and – grades will not be awarded.

A = 90-100

B = 80-89

C = 70-79

D = 60-69

F = < 60

Overall grade will be determined using weighted average of exams, case studies and projects as follows;

Mid-term exam	30%
Final exam	30%
Case Studies / Group Project	40%
	100%

Accessing Grades

Students can check their grades by clicking “My Grades” under Course Tools in eLearning after the grade for each assessment task is released.

Course Policies

Make-up exams

None

Extra Credit

None

Late Work

Hands-on exercises or case studies may be submitted within 24 hours of the due date. However, a 10% reduction in grade will be assessed.

Assignments

Hands-on exercises or case studies will be posted as Assignments in eLearning.

Assignment submission instructions

You will submit your assignments (in the required file format with a simple file name and a file extension) by using the Assignments tool on the course site. Please see the Assignments link on the course menu or see the icon on the designated page. You can click each assignment name link and follow the on-screen instructions to upload and submit your file(s). Please refer to the Help menu for more information on using this tool. **Please note:** each assignment link will be deactivated after the assignment due time. After your submission is graded, you may click each assignment’s “Graded” tab to check the results and feedback.



Fall Break & Thanksgiving Holiday is
23-28 November

	Scoring
Note 1.	
STAR Case Study Format:	1
- Situation	
- Basic Issues identified, relate to textbook and course content	1
- Tasks or problems to resolve	1
- Actions to be taken	1
- Results, expected	1
Overall content & effort	1
Cases will be scored 6 points each.	
Case/Project grade will be based on 100 points - 12 x 6 cases = 72 + 12 points F500 project = 84 points total awarded then will be normalized to 100 points	
Note 2.	
Fortune 500 Project Assignment:	
- Profile Fortune 500 company of choice	
- Profile Purchasing organization, spend, goals and objectives, 2009 challenges	
- SWOT analysis, Strengths, Weaknesses, Opportunities, and Threats	
Or, profile a 3PL or 4PL with same info	
Or, choose current topic and research, requires advance approval of topic by instructor.	
Note 3.	
Project will count as two cases. Paper should be 4-5 pages minimum.	

Group Case Studies and Class Project

Case studies will be assigned as Group projects. Students will choose group members, no more than five in group. Case studies and class project may be submitted by group with all member names listed. All members of group will receive same grade for case study or project unless a member is non-participating for whatever reason. Assigned group will notify me of any non-participating members. That student will have to submit case study as individual and will receive own grade, but at least 10% deduction from group grade.

Course & Instructor Policies

UTD Syllabus Policies and Procedures will be followed. See <http://go.utdallas.edu/syllabus-policies>. No class disruptions will be tolerated. Cell phones and laptops will be muted to not interfere with fellow students.

Off-campus Instruction and Course Activities

NA

UT Dallas Syllabus Policies and Procedures

The information contained in the following link constitutes the University's policies and procedures segment of the course syllabus.

Please go to <http://go.utdallas.edu/syllabus-policies> for these policies.

The descriptions and timelines contained in this syllabus are subject to change at the discretion of the Professor and will be posted in eLearning.