

Course Syllabus
BA 583 Procurement Management
Western Kentucky University
Gordon Ford College of Business
Master of Business Administration Program
WKU Online Course Spring, 2022
Edition One 12/31/2021

Course Description

Examines procurement processes and decision-making frameworks. Topics addressed include: inter-dependencies with other corporate functions; purchasing cycles; development of material and technical specifications; supplier selection, relationship management, and evaluation, supplier quality management and improvement activities; capital goods and services purchases; global sourcing; and procurement tools and analytics.

Learning Outcomes

- Recognize the importance of Procurement Management in contemporary business, including the impact on competitiveness and profitability.
- Understand the procurement function in the supply chain design for an organization, including best practices and data-based decision making when managing sourcing, logistics, inventory management and total cost of ownership (TCO).
- Be sensitized to the interrelationships with other corporate functions, including Accounting, Finance, Sales, Quality Assurance, Design Engineering and Manufacturing / Operations.
- Understand strategic supplier management, including selection, contract negotiations, relationship building, supplier quality assurance, evaluation, and continuous improvement activities.
- Recognize the legal and ethical implications for the procurement role. Apply the latest research and developments in the procurement field to real-time issues, challenges, opportunities, and decisions faced by Purchasing professionals.

Textbook / Resources

Hardcover:

Monczka, Handfield, Guinipro, Patterson Purchasing and Supply Chain Management 7th Edition

Online Edition:

<https://www.cengage.com/c/purchasing-supply-chain-management-7e-monczka/9780357442142/>

ADA Accommodation Statement

In compliance with University policy, students with disabilities who require academic and/or auxiliary accommodations for this course must contact the Student Accessibility Resource Center located in Downing Student Union, 1074. SARC can be reached by phone at (270) 745- 5004 (270) 745-3030 TTY) or via email at sarc.connect@wku.edu . Please do not request accommodations directly from the professor or instructor without a faculty notification letter (FNL) from The Student Accessibility Resource Center.

Plagiarism and Academic Integrity

To represent written work taken from another source as one's own is plagiarism.

Plagiarism is a serious offense. The academic work of a student must be his/her own work. One must credit the source from which material was borrowed. Any work that is deemed to be in violation of The WKU Academic Integrity policy will be subject to a grade of 0.

No student shall receive or give assistance not authorized by the instructor in taking an examination or in the preparation of an essay, problem assignment or other project, which are submitted for purposes of grade determination. If you are caught cheating, you will fail this class.

Title IX Misconduct/Assault Statement

Western Kentucky University (WKU) is committed to supporting faculty, staff and students by upholding WKU's Title IX Sexual Misconduct/Assault Policy (#0.2070) at

<https://wku.edu/eoo/documents/titleix/wkutitleixpolicyandgrievanceprocedure.pdf> and Discrimination and Harassment Policy (#0.2040) at

https://wku.edu/policies/hr_policies/2040_discrimination_harassment_policy.pdf.

Under these policies, discrimination, harassment and/or sexual misconduct based on sex/gender are prohibited. If you experience an incident of sex /gender-based discrimination, harassment and/or sexual misconduct, you are encouraged to report it to the Title IX Coordinator, Andrea Anderson, (270) 745-5398 or Title IX Investigators, Michael Crowe, (270) 745-5429 or Joshua Hayes, (270) 745-5121.

Please note that while you may report an incident of sex/gender-based discrimination, harassment and/or sexual misconduct to a faculty member, WKU faculty are "Responsible Employees" of the University and **MUST** report what you share to WKU's Title IX Coordinator or Title IX Investigator. If you would like to speak with someone who may be able to afford you confidentiality, you may contact WKU's Counseling and Testing Center at (270) 745-3159.

Grading

Assignment	Points Each	Instances	Points Possible
Quizzes	2	6	12
Case Study:	18	1	18
Mid Term and Final Examinations:	20	2	40
Final Project:	30	1	30
Total			100

Grading Scale

Total Score	Letter Grade
90-100	A
80-89	B
70-79	C
60-70	D
<60	F

Extra Credit Opportunity

You have a choice of two different extra credit opportunities. Each one is worth 10 points each. You may only submit one for credit, and you must present evidence no later than Friday, February 26.

1. Join the Institute for Supply Chain Management (ISM) with a student membership. (See Blackboard announcements for details) You will need to e-mail me a copy of your receipt to secure the extra credit. Deadline for taking advantage of this opportunity is Friday, February 4th.
2. Attend a meeting of the Nashville Chapter of ISM. (See Blackboard announcements for details) You will need to forward an e-mail with screenshots from the beginning and the end of the virtual meeting as your evidence of attendance.

Course Schedule

Activity	Dates	Contents
Course Session	1/18/2022 - 01/23/2022	Agenda: 1. Blackboard Collaborate Introductions 2. Course Review 3. Introduction to Final Project 4. Chapter 1: Introduction to Purchasing and Supply Chain Management 5. Chapter 2: The Purchasing Process 6. Chapter 3: Purchasing Policies & Procedures
Course Session	01/24/2022 - 01/30/2022	Agenda: 1. Chapter 4: Supply Management Integration for Competitive Advantage 2. Chapter 5: Purchasing & Supply Management Organization 3. Chapter 6: Category Strategy Development 4. Chapter 7: Supplier Selection and Evaluation
Deadline	30-Jan	Each Student announce their candidate for final project presentation
Course Session	01/31/2022 - 02/06/2022	Agenda: 1. Chapter 8: Supplier Quality Management 2. Chapter 9: Supplier Management & Development 3. Chapter 10: Global Sourcing
Examination	02/07 - 02/08	Midterm Exam Chapters 1-10
Course Session	02/07/2022 - 02/13/2022	Agenda: 1. Chapter 11: Strategic Cost Management 2. Chapter 12: Purchasing & Supply Chain Management: Tools & Techniques 3. Chapter 13: Negotiation & Conflict Management
Deadline	13-Feb	Case Study Submission
Course Session	02/14/2022 - 02/20/2022	Agenda: Chapter 14: Contract Management Chapter 15: Purchasing Law and Ethics Chapter 16: Lean Supply Chain Management
Course Session	02/21/2022 - 02/27/2022	Agenda: Chapter 17: Purchasing Services Chapter 18: Supply Chain Information Systems & Electronic Sourcing Chapter 19: Supplier Measurement & Evaluation
Final Projects	02/26/2022 - 02/28/2022	Final Project Presentations
Examination	03/02/2022 - 03/03/2022	Final Examination Chapters 10-19