Course Descriptions Master 2019-2020

Course Title	Purchasing Management
Course Code	EBC4013
ECTS Credits	6,5
Assessment	Whole/Half Grades

Period

Period	Start	End	Mon	Tue	Wed	Thu	Fri
1	2-9-2019	25-10-2019	X/E			X/E	

Level	Advanced
Coordinator	Frank Rozemeijer For more information:f.rozemeijer@maastrichtuniversity.nl
Language of instruction	English
Goals	The objective of the course is to provide students the opportunity to deepen their awareness and understanding of conceptual frameworks and best (managerial) practices in the field of Purchasing and Supply Management, using a mix of 'state of the art' theory and practical examples. More specific we aim to support students to gain a deeper understanding of: •the role of purchasing in supply chain management •the potential impact of purchasing on firm performance •how to improve the strategic management of purchasing •how to improve the integration and collaboration with suppliers across the supply chain
Description	The average firm has a purchasing-to-output value ratio of over 60%. Over the past decade, purchasing has won a reputation in many executive boardrooms as a powerful tool for improving profitability and competitive advantage. Strategies that purchasing develops are increasingly considered to assist in achieving the organization's overall goals and objectives, it is no longer unusual that purchasing managers report directly to the board of directors, or are even member of this board as Chief Purchasing Officers (CPO). Purchasing Management may also significantly impact upon the value creation of the firm through the early involvement of suppliers in, for example, new product development. This course studies how to set up and strategically manage the purchasing function of a firm. In this course, the evolving role of purchasing in large and international firms is examined in detail. The objective is to provide students with a sound conceptual understanding of the challenges faced by purchasing managers in large and international firms. Specifically, this course will focus on the strategic and tactical aspects of purchasing and supply management, such as Strategic sourcing (f.e. supplier selection, contracting), Buyer-Supplier Relationships, Digital Procurement, Co-innovation with suppliers. The course is focused not only on manufacturing, but also on service industries, and looks at sourcing both of products and services.
Literature	•Arjan van Weele (2018), 'Purchasing and Supply Chain Management', Cengage Learning, London (7th revised edition) ISBN: 978-1-4737-4944-3 •Reader with academic articles •Case studies (HBR, etc.)
Prerequisites	Apart from the general prerequisites that count for any MSc course, students should have passed intermediate level (Applied) management courses at 2nd or 3rd year BA level of at least 13 ECTS credits. Courses and workload are very demanding for all IB Master courses. Exchange students need to have obtained a bachelor degree in Business. Exchange students need to major in Supply Chain Management in their Master. An advanced level of English is required.
Teaching methods	PBL / Presentation / Lecture / Groupwork
Assessment methods	Final Paper / Attendance / Participation / Written Exam / Assignment
Evaluation in previous academic year	For the complete evaluation of this course please click http://iwio-sbe.maastrichtuniversity.nl/rapporten.asp?referrer=codeUM

This course belongs to the following programme / specialisation

Master Business Research - No specialisation	Year 1 Disc- IB Supply Chain Mgmt
Master Business Research - Operations Research	Year 1 Elective Course(s)
Master Business Research - Operations Research	Year 2 Elective Course(s)
Master Human Decision Science	Elective Course(s)
Master International Business - Accountancy	Elective Course(s)
Master International Business - Controlling	Elective Course(s)
Master International Business - Entrepreneurship and SME Management	Elective Course(s)
Master International Business - Organisation: Management, Change and Consultancy	Elective Course(s)
Master International Business - Strategic Corporate Finance	Elective Course(s)
Master International Business - Strategy and Innovation	Elective Course(s)
Master International Business - Supply Chain Management	Compulsory Course(s)
Master International Business - Sustainable Finance	Elective Course(s)
SBE Exchange Master	Master Exchange Courses
SBE Non Degree Courses	Master Courses