

## Course Descriptions None 2013-2014

Course Title Supply Chain Relationships\*  
 Course Code EBC4128  
 ECTS Credits 6,5  
 Assessment None

Period	Start	End	Mon	Tue	Wed	Thu	Fri
2	28-10-2013	20-12-2013					

Level Advanced  
 Coordinator Lieven Quintens For more information: [l.quintens@maastrichtuniversity.nl](mailto:l.quintens@maastrichtuniversity.nl)  
 Language of instruction English

Goals Participants in this course will learn the importance of managing relationships in supply chains and how these relationships influence companies and supply chains.

Description Most Supply Chains span various different companies across different continents, which makes the interaction between various parties involved in the chain difficult. For most parties involved this means managing supplier relations and customer relations is crucial. In this course we take the upstream part of the supply chain, as the starting point of our analysis. We focus on business-to-business (B2B) buyer-supplier relations and use the perspective of Purchasing and Supply Management to study these relations. So, this course deals with Supply Chain activities in which various parties are involved (as opposed to the Supply Chain Operations course). In particular, it addresses the development and management of relationships between the different supply chain partners. We study the nature of different relationships between buyers and suppliers, and the role purchasing professionals play to establish valuable long-term collaborative relationships. Topics that will be covered in this course are amongst others: in-/outsourcing, purchasing management, strategic sourcing, early supplier involvement (ESI), buyer-supplier relationships, partnerships and supplier development. Examination will be in the form of a written exam combined with a number of case reports, in-class participation and a project assignment. Course content will be based on the content of courses from the M.Sc. program in SCM at SBE. Corresponding course in IB Master, is the course Purchasing Management in the Master IB, track Supply Chain Management.

Literature Textbook + Articles  
 A.J. van Weele (2010) 'Purchasing and Supply Chain Management', Cengage Learning, 5th revised edition (ISBN: 978-1-4080-1896-5)

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. Part of Master Global Supply Chain Management (Venlo)

Teaching methods PBL / Presentation / Lecture / Assignment / Groupwork

Assessment methods Final Paper / Attendance / Participation / Written Exam

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 Global Supply Chain Management&Change Compulsory Courses