Course Descriptions None 2015-2016

Course Title	Supply Chain Relationships*
Course Code	EBC4128
ECTS Credits	6,5
Assessment	Whole/Half Grades

Period

Period	Start	End	Mon	Tue	Wed	Thu	Fri
2	26-10-2015	18-12-2015					

Level	Advanced
Coordinator	Lieven Quintens For more information: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