

# Course Descriptions None 2023-2024

Course Title Strategic Sourcing  
 Course Code EBC4013  
 ECTS Credits 6,5  
 Assessment Whole/Half Grades

Period	Start	End	Mon	Tue	Wed	Thu	Fri
4	5-2-2024	28-3-2024	X			X	

Level Advanced  
 Coordinator Frank Rozemeijer For more information: [f.rozemeijer@maastrichtuniversity.nl](mailto: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 Turbulence in the external business environment of companies (e.g. War in Ukraine, Covid-19, Supply chain disruptions) is producing a number of sourcing challenges for the Procurement function (scarcity of materials, price inflation, supply disruptions, etc.). Procurement has won a reputation in many executive boardrooms as a powerful approach for managing supply risk and improving profitability and competitive advantage in these difficult times. It is no longer unusual that Procurement directors report directly to the board of directors, or are even member of this board as Chief Procurement Officers (CPO). Although often still managed in a fairly conservative fashion, strategic sourcing offers abundant opportunities to contribute to innovation, cost reductions, sustainability and business risk mitigation. A company typically spends more than 60% of its total revenue on supplier invoices. As a result, the Procurement department represents a major vehicle for interaction between the company and the external supply base. The objective of this course is to provide you with the opportunity to deepen your understanding of conceptual theories and best (managerial) practices on how companies source from and collaborate with their suppliers, using a mix of 'state of the art' Procurement and Supply Management (PSM) theory and practical examples. Specifically, we will focus on the strategic aspects of sourcing and supplier relationship management (SRM). The teaching method is built around an intensive mixture of readings, (guest) lectures, student facilitation and both individual and group assignments. Students are supposed to be well prepared for each session in order to take full advantage of the sessions and participate pro-actively in the discussions.

Literature Weele, A.J. van and Rozemeijer, F.A. (2023), 'Procurement and Supply Chain Management', Cengage Learning, 8th revised edition, London, ISBN 13: 978-1-473779112. Additionally, we prescribe a small selection 5 academic articles. As part of the course, students should search for 8 additional articles that can be discussed during the tutorials.

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 / Assignment / Papers / Groupwork / Research / Skills

Assessment methods Final Paper / Participation / Written Exam / Assignment / Presentation

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	Elective Course(s)
	Master Human Decision Science	Elective Course(s)
	Master International Business - Supply Chain Management	Compulsory Course(s)
	SBE Exchange Master	Master Exchange Courses
	SBE Non Degree Courses	Master Courses