

# Course Descriptions None 2026-2027

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

Period	Start	End	Mon	Tue	Wed	Thu	Fri
4	1-2-2027	25-3-2027	X			X	

Level Advanced  
 Coordinator Frank Rozemeijer For more information: f.rozemeijer@maastrichtuniversity.nl  
 Language of instruction English

- Goals
- \* Be aware of core concepts involved in strategic sourcing
  - \* Students have to search, select, interpret and critically assess a series good/bad strategic sourcing practices to solve real-life cases
  - \* Connect findings from research papers to real life application
  - \* Develop academic reasoning skills in the area of strategic sourcing
  - \* Identify gaps and develop research ideas in strategic sourcing literature
  - \* Generate (innovative) ideas to solve issues related to strategic sourcing such as sustainability and risk
  - \* Develop awareness of ethical dilemma's surrounding strategic sourcing
  - \* Be aware of different (theoretical) components and difficulties of negotiation
  - \* Present results of strategic sourcing project in a innovative and attractive manner
  - \* Write strategic sourcing academic paper that meets scientific standards in terms of structure argumentation and referencing
  - \* Present results of strategic sourcing project to different audiences
  - \* Communicate effectively and professionally to different levels of an organisation, for example to chief procurement officers and team members
  - \* Collaborate in various, international teams
  - \* Provide meaningful and constructive feedback to various level of audience

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 master course, students should have passed intermediate level (Applied) management courses at 2nd or 3rd year bachelor level of at least 13 ECTS credits.
  - \* 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.

Transitional Regulations

Note that courses and workload are very demanding for all master International Business courses.

Academic Year	Education	Exam/Resit	Replacement(s)
24-2025 - 2025-2026		X	X
2026-2027		X	
2027-2028 onwards			

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	In transition - Year 1 Disc IB Supply Chain Mgmt
	Master Business Research - Operations Research	In transition - Year 1+2 Elective Courses
	Master Human Decision Science	Elective Courses
	Master International Business - Supply Chain Management	Compulsory Courses
	SBE Exchange Master	Master Exchange Courses
	SBE Non Degree Courses	Master Courses