

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

Level	Advanced
Coordinator	Frank Rozemeijer For more information: <a href="mailto:f.rozemeijer@maastrichtuniversity.nl">f.rozemeijer@maastrichtuniversity.nl</a>
Language of instruction	English
Goals	The objective of the course is to provide students the opportunity to deepen their awareness and

Description	<p>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.</p>
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**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.

Assessment methods	Final Paper / Attendance / Participation / Written Exam / Assignment
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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 - 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